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THE AMERICAN

ELEVATOR AND

GRAIN TRADE



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Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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VOL. XLIII

431 South Dearborn Street, Chicago, Ill., August 15, 1924

NO. 2

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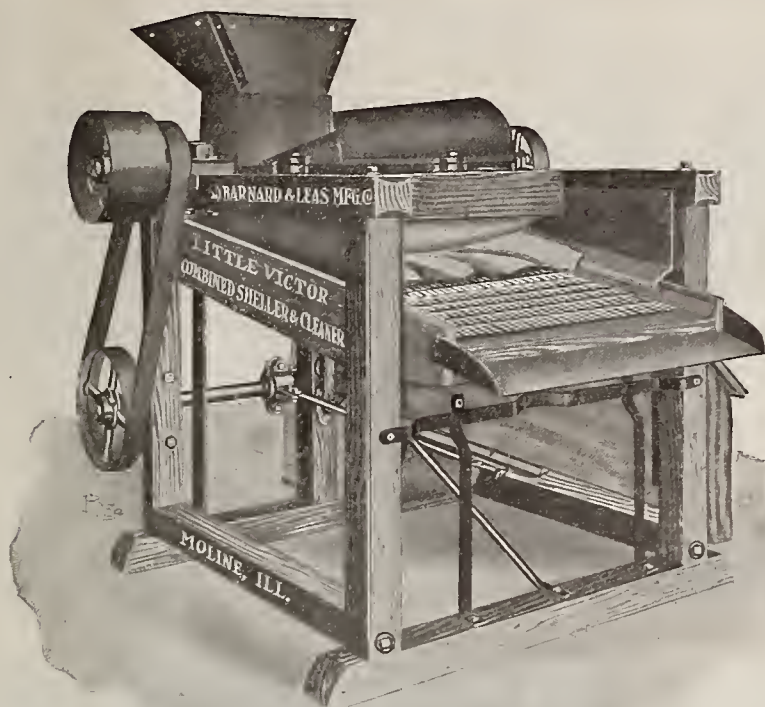
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Movement of Grain and Hay During the Year 1923

	Receipts	Shipments
Corn	17,975,000 bushels	12,524,000 bushels
Oats	12,080,000 bushels	10,670,000 bushels
Wheat	6,131,000 bushels	3,927,000 bushels
Rye	383,000 bushels	331,000 bushels

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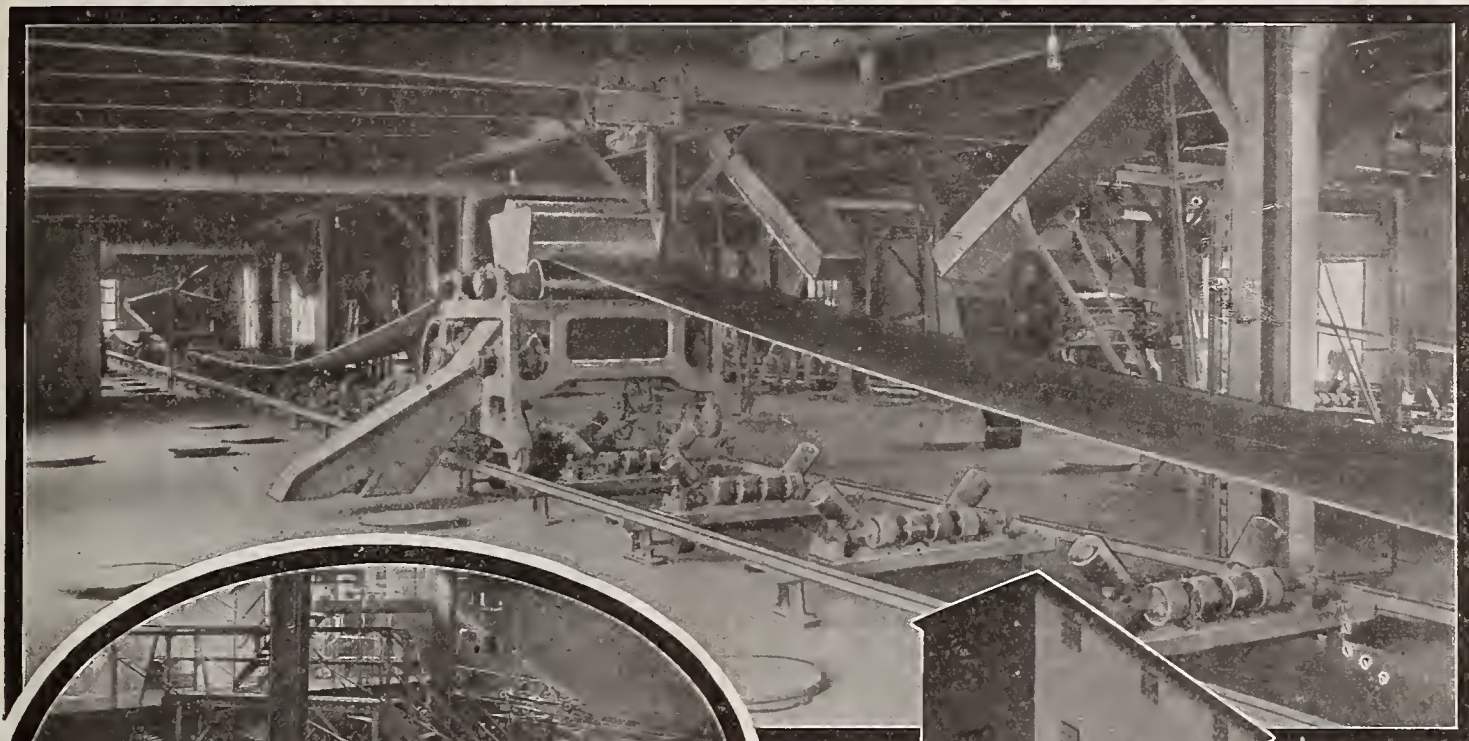
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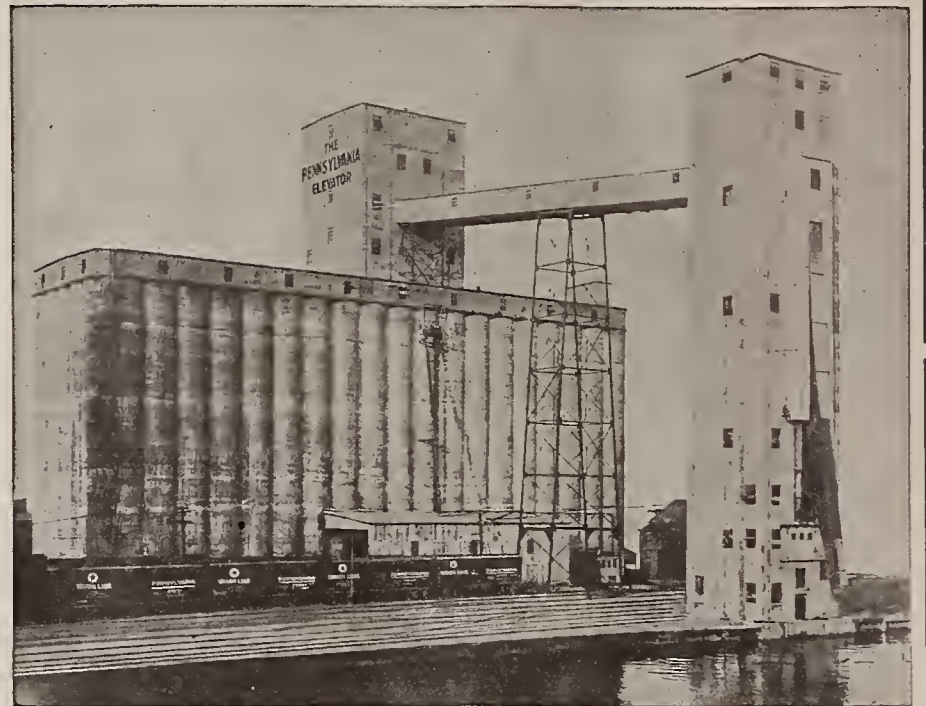
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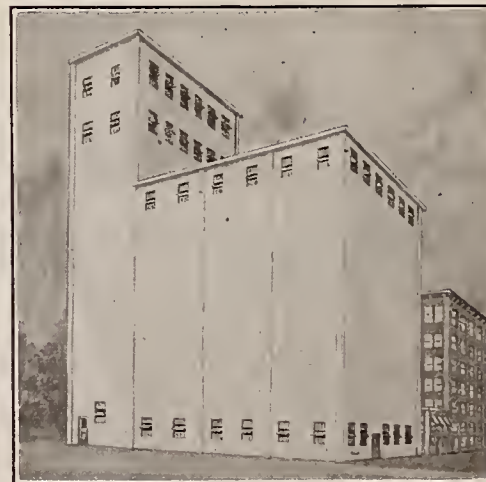
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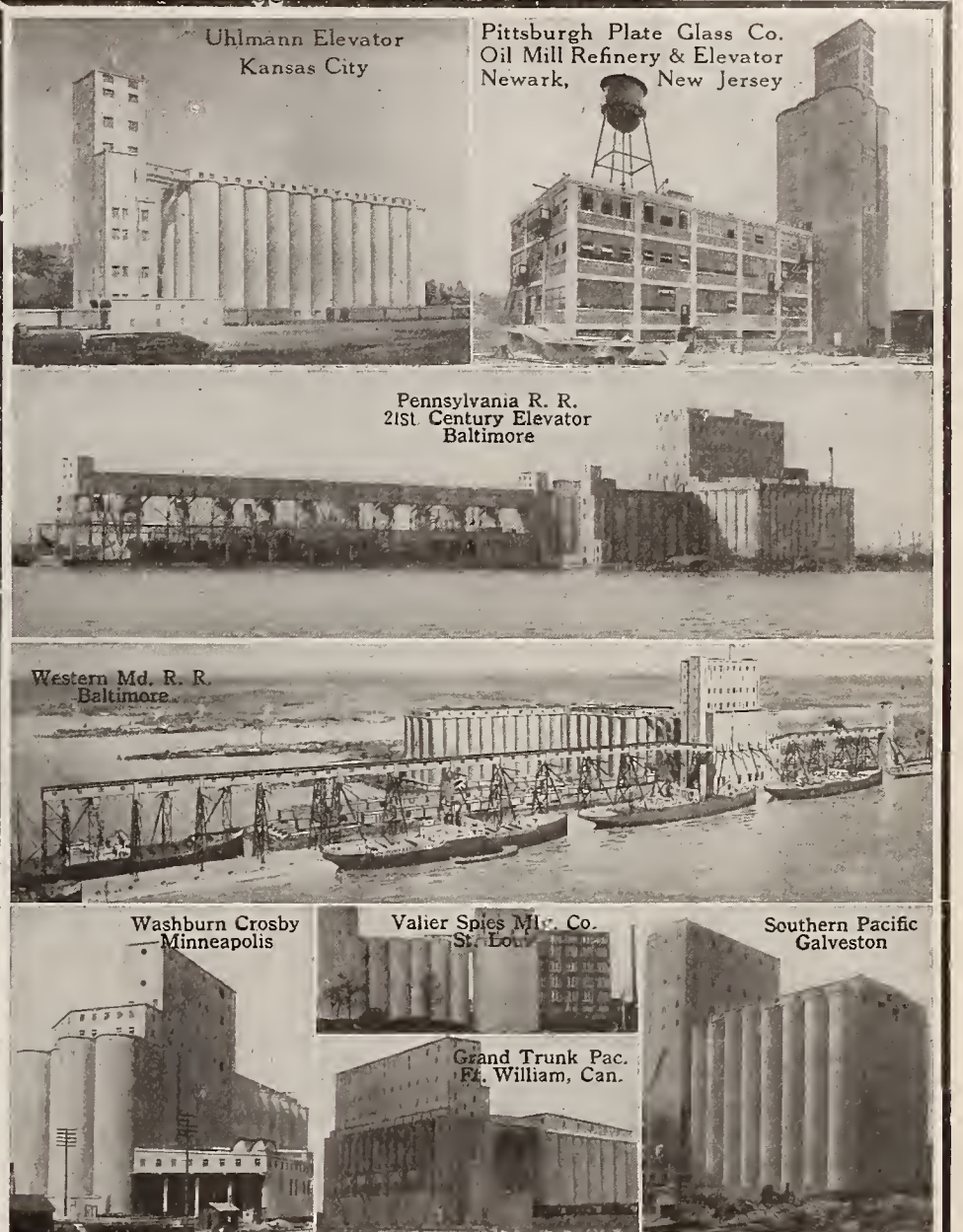
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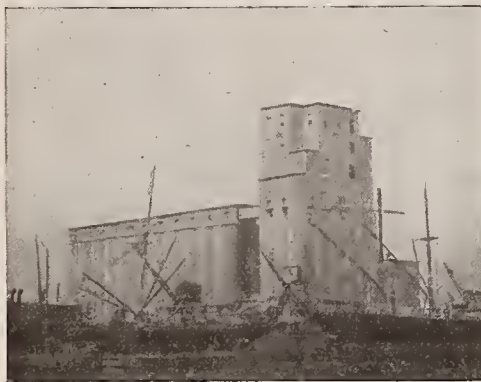
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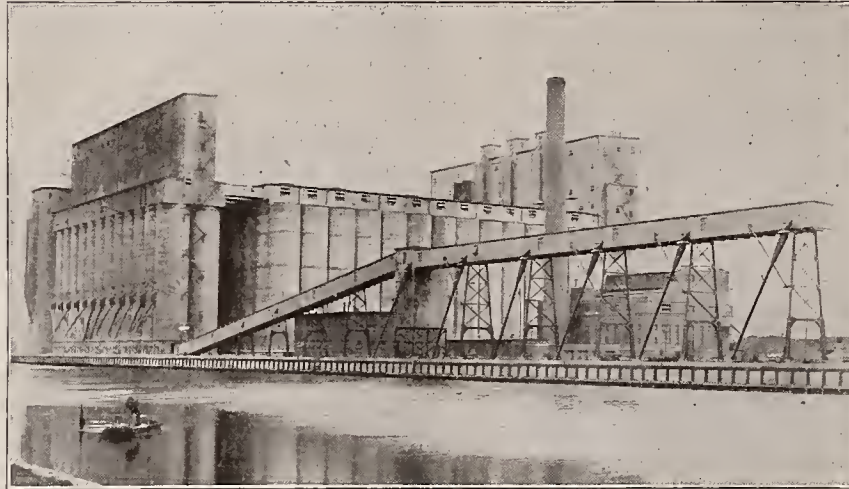
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See Page 91 This Issue

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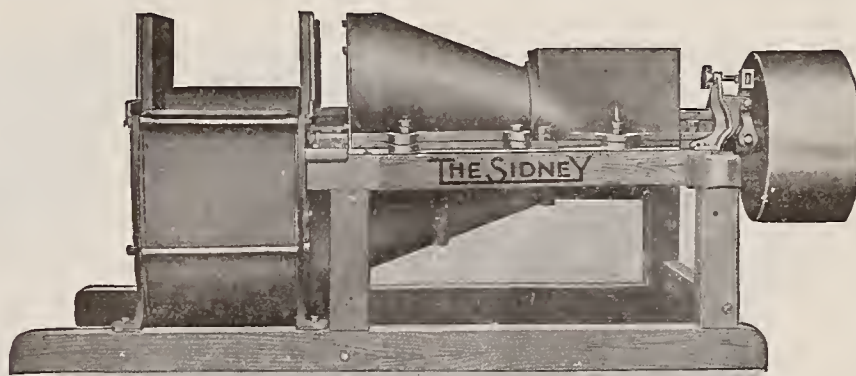
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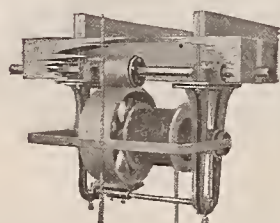
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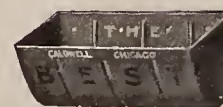
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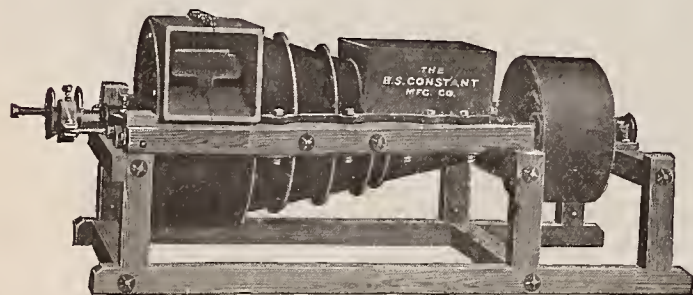
By MILO S. KETCHUM

Second Edition. 556 pp., \$5.00

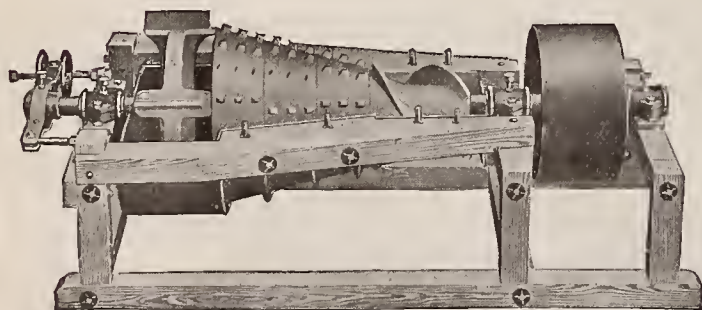
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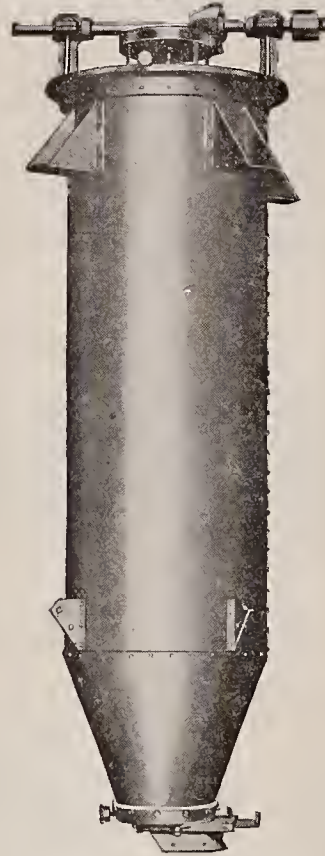
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For Grain Cleaners

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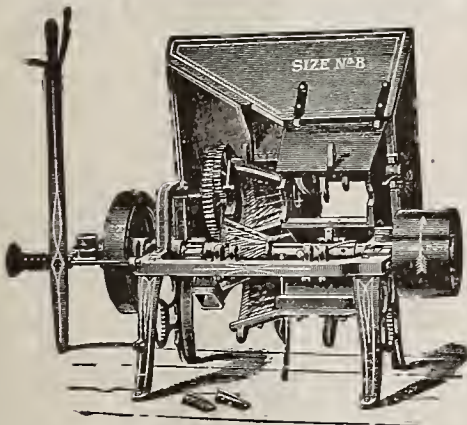


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Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

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GRAIN DRIER WITHOUT
A BOILERTHIS PLANT EQUIPPED WITH A RANDOLPH DIRECT
HEAT DRIER

June 20, 1924.

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This drier is operated economically, using a minimum amount of fuel, and at the same time drying the grain uniformly.

This last season has been a test to the limit in operating a grain drier, and we feel that we have been more than successful, inasmuch as we have not only milled the greater portion of the corn that we have dried, but have also shipped inspected corn, which has given satisfaction.

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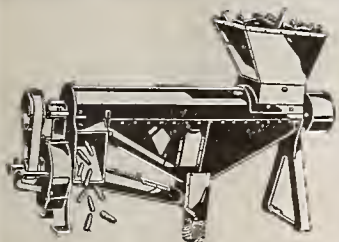
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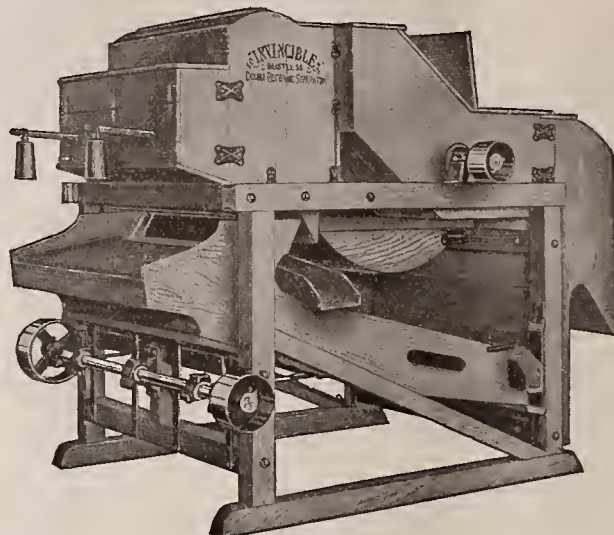
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Formerly this company loaded by wheel-barrows up an inclined runway. The Diamond Conveyor Belt now does the work, turning waste labor costs to profit.

No matter what the power transmission or conveyor service, Diamond has a belt to meet it economically — turning waste to profit.

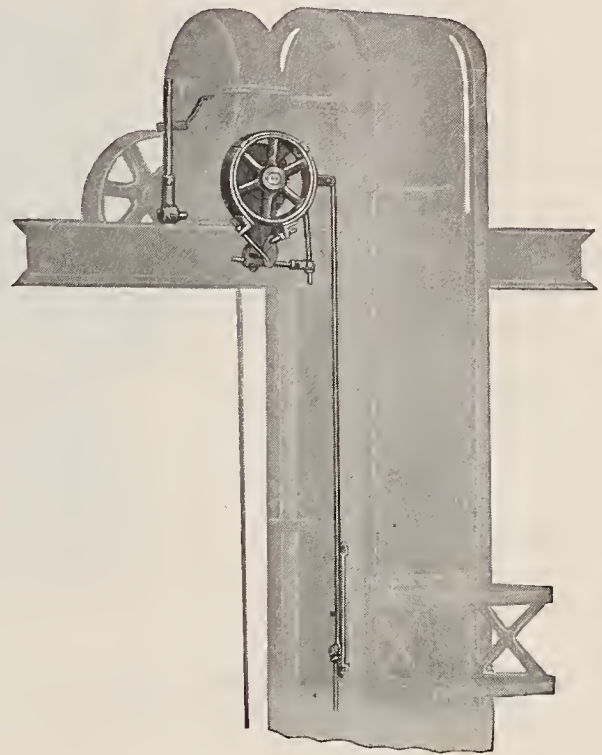
Investigate Diamond performance and you will specify Diamond Belts.

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WITH the upper terminal automatic stop in operation there is no danger of being carried overhead and injured. The weight of the passenger after the top floor is reached automatically throws a lever, shutting off the power and applying the brake, thereby locking the belt and steps against movement in either direction.

The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

Send for Service Elevator Circular.

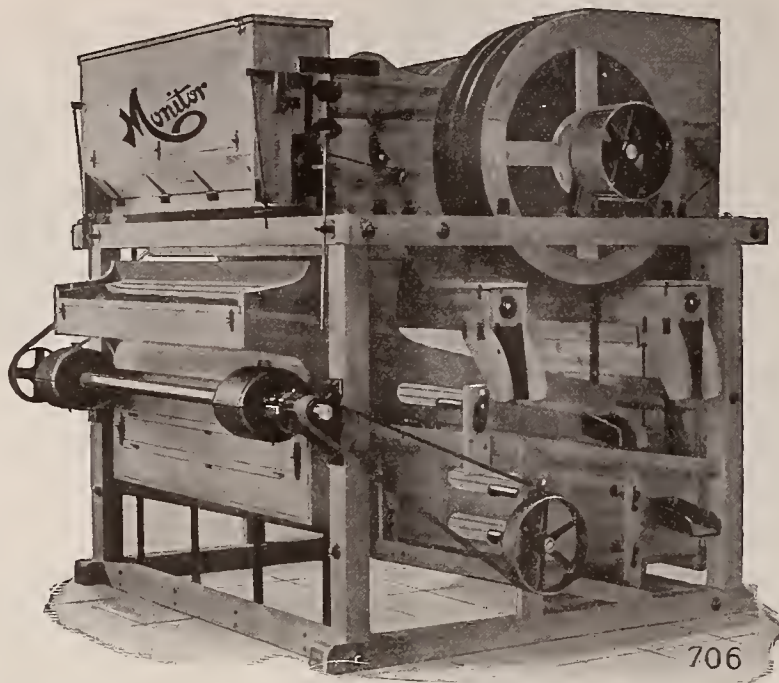
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Spillers, Ltd. of England

are building a modern mammoth Terminal Elevator at Vancouver, B. C., Canada.
They selected for cleaners—

9 No. 11B MONITOR Warehouse Separators.
1 No. 9A MONITOR Screenings Separator.

Harbour Commission of Montreal

are enlarging the Montreal Terminal Elevator. They are adding
2 No. 11B MONITOR Warehouse Separators.

Eastern Terminal Elevator of Port Arthur

are building a mammoth Terminal Elevator. They selected

8 No. 11B MONITOR Warehouse Separators.
2 No. 972 MONITOR Northwestern Separators.
1 No. 9A MONITOR Screenings Separator.

The New Government Elevator at Edmonton, Alta.

is under way. In this plant will go

11 No. 11 MONITOR Warehouse Separators.

Lack of space terminates the story—there are many others. But this should
be enough to cause investigation by any one figuring on a Grain Elevator.

HUNTLEY MFG. CO.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLIII

CHICAGO, ILLINOIS, AUGUST 15, 1924

NO. 2

New Oswego Elevator Will Benefit Export Trade

Concrete Elevator is Erected by State of New York to Operate in Connection With State Barge Canal

NO MARKETING plan can be perfected unless adequate transportation is afforded, and no system of transportation meets the needs of grain movement unless the storage facilities are provided. New York has been a silent spectator for a number of years, watching grain exports increase elsewhere, and during the last few years something has been done to help out the situation.

The State Barge Canal was developed and enlarged, and no mean sum was expended in this project. This feature had a definite value in the scheme of improving exports, but adequate elevators at the terminals of the canal were still needed. Rail congestion around the port continued even after the canal improvements were made, because affording the means of freight movement could not meet the necessities of the situation unless freight handling facilities were improved. The solution came when the state undertook to provide the terminal elevators on the canal.

It was a difficult problem—not so much so in its actual execution as in getting the project in motion at the outset. Several rival ports, such as Philadelphia, Baltimore and Newport, had already gained an ascendancy in the grain export business. With their lead already established it was not so easy to get action underway that would be sufficiently expeditious. Coupled with this factor, there was the growing demands in the West and Middle West for the deep water channel through the St. Lawrence. It became evident to the New Yorkers eventually that if any benefits were to be derived from the grain exporting something had to be done to get elevators in operation, and with sufficient capacity to handle the product.

Having started on this progressive plan in 1920, it was not until this year that the work materialized in practical form. The latest acquisition of the State of New York for the handling of grain is the barge canal elevator at Oswego, which has a capacity of 1,000,000 bushels. The planning and construction of the new house were based on specifications which restricted both the material and methods, to the best available, and the enterprise

was undertaken with careful regard for securing maximum results. The completed plant represents not only a permanent structure of latest design, but includes numerous improved devices.

Excavation for the piers was carried to rock, as is necessary in all such cases, and first class concrete was used in the piers, as well as for enclosing boot tanks, footings, tank slab, column ties, exterior columns, conveyor tunnels, administration building, marine tower docks, and light floors and roofs throughout the building. Metal reinforcement is of the approved type of deformed bars rolled from open-hearth new billets of steel, and the ultimate strength of reinforcement was fixed at not less than 70,000 pounds per square inch.

The elevator is 213 feet in length, and 69 feet

of mechanical equipment, so that all bearings are lined with Babbitt metal, and in general, are of the self-oiling type. Metal gearing, except in certain defined instances, is cut from the solid, and all pinions are of forged steel. The chain drive selected was the Morse Silent Chain, which affords a saving in power and also avoids the waste frequently associated with slipping and creeping of belts.

Buckets are placed 13 inches center to center on belts, the two rows of the marine leg are 12x8 inches, the two rows of the marine tower lofter are 16x8 inches, and the two rows of the main house lofters are 14x8 inches.

One four-pulley tripper for 42-inch reversible conveyor belt for each upper conveyor and one two-pulley tripper for each lower conveyor has been provided, in accordance with the original plans and specifications. There are two 400-bushel hopper scales and three 2,000-bushel hopper scales, the latter equipped with ticket printing beam.

A complete pneumatic sweeping system has been installed, including two vacuum producer units of the multi-stage centrifugal type, each unit being of sectional cast iron construction. The impeller wheels are mounted on a steel shaft supported at either end by a liberal size S K F ball bearing. Provision was made for necessary motors to handle this system, and also two dust separators, for the disposal of the dust passed by the locks of the two separators of the vacuum sweeper system. Another feature

to add to the facilities for keeping equipment in best condition is the compressed air system for the operation of blowing out apparatus and small pneumatic tools.

Electricity is used for power and lighting throughout, and the passenger elevator operating between the 10 floors of the plant is electric. The horsepower required is 1,200.

The R. B. Hayward Company, sheet metal and steel plate fabricators, of 1714 Sheffield Avenue, Chicago, supplied all the spouting, elevator casings, scale hoppers, with other miscellaneous machinery. Back stops were provided by the Strong-Scott Manufacturing Company, of Minneapolis,



STATE BARGE CANAL ELEVATOR AT OSWEGO, NEW YORK

wide, with a 28-foot dock. It is 187 feet high, and consists of 27 large bins and 36 interspace bins. There are three legs in the work house, and each marine tower has two legs. There is one 36-inch receiving belt under the receiving tracks, and two storage conveyors in the cupola, as well as two shipping conveyors on the first floor.

The handling capacity provides for receiving 40,000 bushels per hour by boat and 8,000 bushels per hour by cars, or shipping 40,000 bushels per hour by boat and 45,000 bushels per hour by cars. The storage capacity, as stated above, is 1,000,000 bushels.

Particular attention was given to the preparation

Minn. The plans according to which the structure was erected and the detailed specifications for the work were the result of the careful attention of James Stewart & Co., Inc., designers and builders, located in Chicago.

A NEW GRAIN CONVEYOR INSTALLATION

The accompanying sketch shows, in a general way, a method for installing belt conveyors such as are generally used in the cupolas of grain elevators where four pulley trippers are necessary.

It is well known that about 35 feet is the nearest point that a belt can be loaded from the tripper now commonly used. It will further be seen that in a short cupola, say 100 feet long or less, the belt is of little or no value as it cannot be loaded to good advantage and operate in either direction unless the tripper is stationed in the center of the elevator.

With the shown device, the belt may be equipped with permanent loaders and belt loaded at any point. The tripper may be moved without the shifting of hoppers or cross over bridges and if the return belt is placed under the floor, the entire working room floor is left without obstructions of any kind, except rails which carry tripper. The

under the state gambling law, debts contracted in a period of over two years of speculation on a large scale in grain and other commodities. At the conclusion of his trading the defendant owed Simons, Day & Co. a large amount, and in settlement conveyed a tract of real estate on the lake front in Evanston. He later sued Simons, Day & Co. to set aside the conveyance of the property on the ground that the conveyance was in settlement of a gambling debt void under Illinois law.

The case was tried before Master in Chancery Pollock, who sustained the brokers in their contention that the absence of deliveries was explained by the fact that the trades were closed out before the arrival of the delivery month and the transactions were legitimate. When the case went before Judge Sullivan, he rendered a decision confirming the Master's report.

BE PREPARED FOR SOFT CORN

By TRAVELER

Unless we are favored with an extremely late fall, there is only one chance in a hundred that corn will mature this year, and, consequently, there will be an abundance of soft corn. This will be true of the Middle West and extending well through New York State. Everywhere throughout

get a supply of hogs and feed it. This may sound like asking the grain dealer to turn farmer, but the writer knows of one dealer, at least, who has tried this out and realized a handsome profit.

The main thing, however, is to make preparations in advance for the handling of soft corn, because, as indications point at the moment there is bound to be a pile of it, and everyone will be hunting for a place to dispose of it.

FEDERAL GRADES UNDER FIRE

The Federal Trade Commission has now extended the scope of its unsavory activities to include the export business. It has issued a citation, directed to the Barnes-Ames Company of New York City, and a subsidiary, the Barnes-Irwin Company of Philadelphia, exporters of wheat, alleging that the respondents have shipped to foreign consumers wheat of an inferior quality than that specified such wheat containing quantities of chaff, straw, weed seeds, soil, sand and other foreign substances.

According to the citation, the respondents' alleged acts have the capacity and tendency to injure and damage generally the reputation and business of persons of the United States competing with respondents in export trade, and to bring into disrepute in foreign countries respondents' competitors.

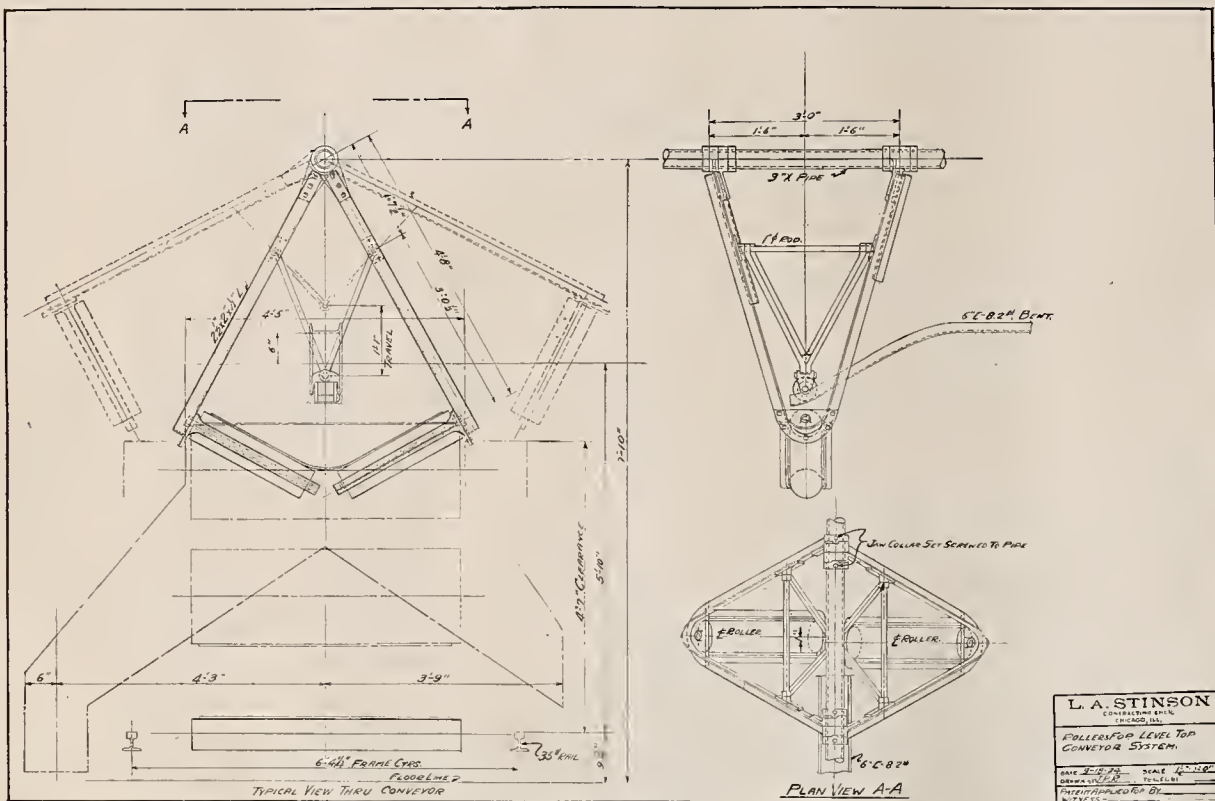
This case is unusual in that it is the first time that the Federal Trade Commission has taken up matters having to do with the protection of foreign consumers of American exports. It is understood that the complaint had come to the Commission through the Departments of State and of Commerce from the Italian Government to the effect that it had purchased wheat in this country which contained quantities of impurities. At the same time complaints were made by other wheat shippers to the effect that where unsatisfactory shipments are made to foreign purchasers it reacts against the whole wheat trade because the consignees do not consider the shipment as one made by an individual trader, but look upon the product as "United States wheat."

Julius H. Barnes, head of the Barnes Ames Company of New York and the Barnes Irwin Company of Philadelphia, on Saturday issued a statement asserting that the charges of unfair dealing in the grain export trade, which form the basis of the Trade Commission's citation against the two companies, raise the issue whether the Federal standards of grades and Federal certificates of inspection required by Federal law, are adequate protection to the buyers and also to the sellers of wheat. In his statement Mr. Barnes says:

"The issue is quite simple. Under the authority of Congress, the Department of Agriculture has established Federal standards of grades of grain, and have licensed inspectors at all the seaboard ports, who issue certificates of the quality of grain shipped abroad. All grain shipped by Barnes-Ames Company and all other exporters is inspected by these Government licensed inspectors, and certificates issued showing the grade and quality, which under all foreign contracts, is accepted as final evidence of the quality of the grain sold. The dependability of this system is shown by the fact that complaints from foreign buyers are almost unknown. In this particular case, the Federal Trade Commission have acted on the complaint of a foreign buyer, and the issue will be as to whether Federal standards of grades and Federal certificates of inspection properly protect both buyer and seller.

"It would be well to have the American system passed upon. Shall we return to the cumbersome and expensive method of Russia, India and Argentina?"

REPORTS from China are to the effect that the late spring rains saved the Winter wheat crop in central Shantung, which was being harvested at the end of May. Owing to lack of rain in the autumn there was not as much wheat planted as usual. The Winter wheat crop in Shantung will probably be a good average crop.



PLAN OF NEW CONVEYOR INSTALLATION

movement of tripper opens conveyor belt rolls automatically, closing same when tripper has passed. The loaders are supported by the pipe which carries rolls and remain at all times in a permanent position. Bridges and cross overs are entirely eliminated as there is ample head room to walk under the belt, if found necessary to do so.

The many advantages of this method which is now undergoing tests, will be readily appreciated by grain elevator operators. Patents have been applied for by L. A. Stinson, 931 Postal Telegraph Bldg., Chicago.

COURT FINDS SPECULATION NOT GAMBLING

Despite the fact that closing out trades before delivery time precludes actual deliveries, speculation in futures on the Chicago Board of Trade cannot be construed as gambling under the Illinois law, according to a decision by Judge Denis E. Sullivan in the Superior Court of Cook County. It was his finding that the offsetting of purchases and sales against each other under the Board of Trade clearing house rules is the legal equivalent of delivery. This merely sustains many similar decisions.

The case which resulted in this decision was brought by James J. B. Orth, who sought to evade

this area, the corn crop is in a very backward state, and present weather conditions are not such as to give any unusual impetus to its growth. With corn, in the latter part of July, little more than knee-high, only a miracle can bring it to maturity before frost.

Under these conditions, it would seem to be a wise plan to try to provide for such a contingency by making arrangements now for the proper handling of this soft corn.

Drying the corn is, of course, the most sure and efficient method, and where the business will justify, some form of drier should be installed now. Many small operators, however, cannot afford to install a drier, and they should, therefore, make arrangements with some company having a drier at some point nearest to them, with transit privilege, so that their corn can be stopped and dried enroute. This is the only safe and sure plan, as corn, thus dried, can be shipped anywhere in safety.

Where a drier cannot be purchased, and there is none available nearby, there are still one or two alternatives. Where the corn is not too soft, it may be shipped in the ear, and dealers should begin early to hunt a market for it, as these markets are very irregular and cannot always be found on short notice.

Another method of marketing soft corn is to

Merger of Grain Companies Completed

Grain Marketing Company Starts Operations and Plans for Extensive Membership Among Farmers

WITH the avowed intent to eliminate several spans between the producer and consumer, and to reduce operating costs, the Grain Marketing Company has been organized to commence operations at once. It is capitalized at \$26,000,000, though that amount of stock will not be issued, for the value of the physical properties and leaseholds plus the \$4,000,000 working capital will not equal that sum. Only enough stock will be issued to cover these items.

Under two new laws, the Illinois Co-operative Marketing Act of 1923 and the Capper-Volstead Act, it becomes possible for the new corporation to secure as members any producer of grain or co-operative association, such as farmers' elevators and elevator associations; the local producer grain company; or the local elevator or the individual stockholder. Also, under these new statutes the new company may handle grain for non-members up to an amount equal to the grain received from its members.

In order to begin functioning early this crop year the Grain Marketing Company entered into an agreement with the grain firms whereby it rents their physical properties and retains the key men and necessary assistants. The company will pay 8 per cent on the value of the property ascertained, and the lessors will pay the taxes. The grain firms also supplied the \$4,000,000 working capital.

Thief River, Minn.; and Fred A. Mudge, Peru, Ill.

The Executive Committee, which will be actively in session much of the time, will act, of course, under the direction of the Board of Directors and will keep in close touch with all operations of the company. They are Messrs. Silver, Keefe, Meyers, Mudge, and Coverdale.

A contract between the Grain Marketing Company and the other companies provides for retaining the sales force and executives of the other companies for the next five years. This is done to secure ex-

pany leased for one year, on July 28, include property of the Armour Grain Company, the Rosenbaum Grain Corporation, and Rosenbaum Brothers. The newly organized company has contracted to appraise the acquired properties within 120 days, fixing the fair market value of the properties as going concerns, taking into consideration the reproduction cost of such properties as are required for the present or prospective business of the company, less depreciation and with the privilege of eliminating obsolete or useless properties.

The original contract involved only the three companies named above, but contracts have since been extended to include J. C. Shaffer & Co. and the Davis-Noland-Merrill Company. The elevator capacity now controlled, exclusive of those belonging to J. C. Shaffer & Co., is 49,350,000 hushels. Of this, 10,750,000 hushels' capacity is owned and 38,600,000 hushels' capacity is leased. These properties include some of the largest terminal elevators in Chicago, such as Armour's Northwestern Elevator (10,000,000 hushels) and the Santa Fe Elevator at Kansas City, Kan. (5,300,000 bushels).

The organization has the backing of the American Farm Bureau Federation, and Gray Silver retains his official capacity in the Federation as well as his newly acquired office of president of the Grain Marketing Company. The principal adverse criticism of the new company so far comes from Frank O. Lowden, former governor of Illinois, who is actively connected with the National Council of Farmers' Co-operative Marketing Associations. Their criticism through a committee headed by Mr. Lowden is that the new company is not a co-



JOHN W. COVERDALE, AMES, IOWA, SECRETARY-TREASURER

The management of the company is vested in a board of 15 directors, who are elected by the holders of common stock, which is limited to producers. Only holders of common stock can vote and each person is limited to one vote. Thus the voting power or executive control is lodged solely with the producers. Three directors are elected each year.

The officers are Gray Silver, Martinsburg, W. Va., president; Harry L. Keefe, Walthill, Neb., first vice-president; G. M. Dyer, Spencer, Iowa, second vice-president; and John W. Coverdale, Ames, Iowa, secretary and treasurer. The Board of Directors consists of the above named officers along with the following 11 men: Millard R. Myers, Chicago, Ill. (chairman); M. D. Lincoln, Columbus, Ohio; Oscar Ashworth, Mattoon, Ill.; W. E. Gould, Kewanee, Ill.; A. L. Middleton, Eagle Grove, Iowa; L. J. Tabor, Columbus, Ohio; J. F. Reed, Gary, S. D.; O. E. Bradfute, Xenia, Ohio; W. J. Brown,



GRAY SILVER, MARTINSBURG, W. VA., PRESIDENT

pert knowledge and services. Those included in this arrangement are G. E. Marcy, E. F. Rosenbaum, E. S. Rosenbaum, Silas H. Smith, H. C. Pohlzon, John Kellogg, K. V. R. Nichol, H. C. Austrian, George C. Davis, and John C. Stream.

The farmers are being offered only Class A preferred and common stock. The incorporation papers permit the issuance of 1,000,000 shares of common at a par value of \$1 per share and 1,000,000 shares of Class A preferred at \$25. There is also authorized 500,000 shares of Class B stock which will be issued to the grain firms and held by trustees for them. This stock is to be taken up as fast as Class A stock is issued and paid for by the producers, either through direct purchase or patronage dividends (two shares of Class A stock will take up one share of Class B). In this way the grain firms will be paid the appraised value of their property and leaseholds and the \$4,000,000 which they advanced for working capital. When they are paid there will be no Class B stock. Both Class A and Class B stock are to pay 8 per cent cumulative dividends. Patronage dividends will be given only to members of the company. According to the Co-operative Marketing Act, they must be bona fide producers or co-operative marketing associations, and each will be required to purchase at least one share of common stock.

Also under this statute, the dividends are limited to 8 per cent. Two per cent will be set aside as a reserve and the balance of the earnings above operating costs will be pro-rated to the producers and their associations in accordance with the amount of grain the members sell through the Grain Marketing Company.

The facilities which the Grain Marketing Com-



HARRY L. KEEFE, WALTHILL, NEB., FIRST VICE-PRESIDENT

operative body but a combination of trade interests.

It has been stated that owing to the amount of capital available at present the offer of the sale of more than 1,000 elevators in the Northwest by 36 companies, to the new company, will not be considered at this time.

FARMERS LOSE ON DOCKAGE

Farmers in the Spring wheat states lost millions of dollars last year through failure to clean their wheat on the farm. The farmers of four Spring wheat states hauled to market 11,600,000 hushels of dockage mixed with their wheat. They lost millions of bushels of wheat in reduced yields by growing weeds; \$675,000 paid for threshing dockage; \$800,000 in freight paid on dockage; by weed seeds lowering the grade of wheat, and by losing

the feed value of the dockage. The quantity of dockage last year, if removed from the wheat, would have fed (with addition of roughage) 3,500,000 lambs, thus adding weight worth about \$8,700,000.

Wheat should be cleaned preferably at the thrasher with a portable disc cleaner, or with any good cleaner at the granary. Cleaning at the farm removes the dockage for feed; increases the market values of the grain; provides clean wheat for sowing, and saves freight.

CONDITIONS IN THE GERMAN GRAIN TRADE

The American Chamber of Commerce in Germany has the following to say regarding the trade in grain and flour with special reference to con-

PECULIAR conditions which exist in some places frequently are the cause of interesting improvisations and unusual equipment. The port of Limerick, on the Shannon River, in Ireland, has certain characteristics which have at times constituted a serious detriment to the grain concerns thereabout. At the Limerick docks the height of water will not permit the unloading of ships until they have been relieved of a part of their cargo. In time gone by this has been a serious problem and one which was given a good deal of thought.

The solution finally adopted was the construction of a special type of vessel, carrying a pneumatic

an evident desire to keep the vessel as compact and small as consistent with her purpose was successfully carried out.

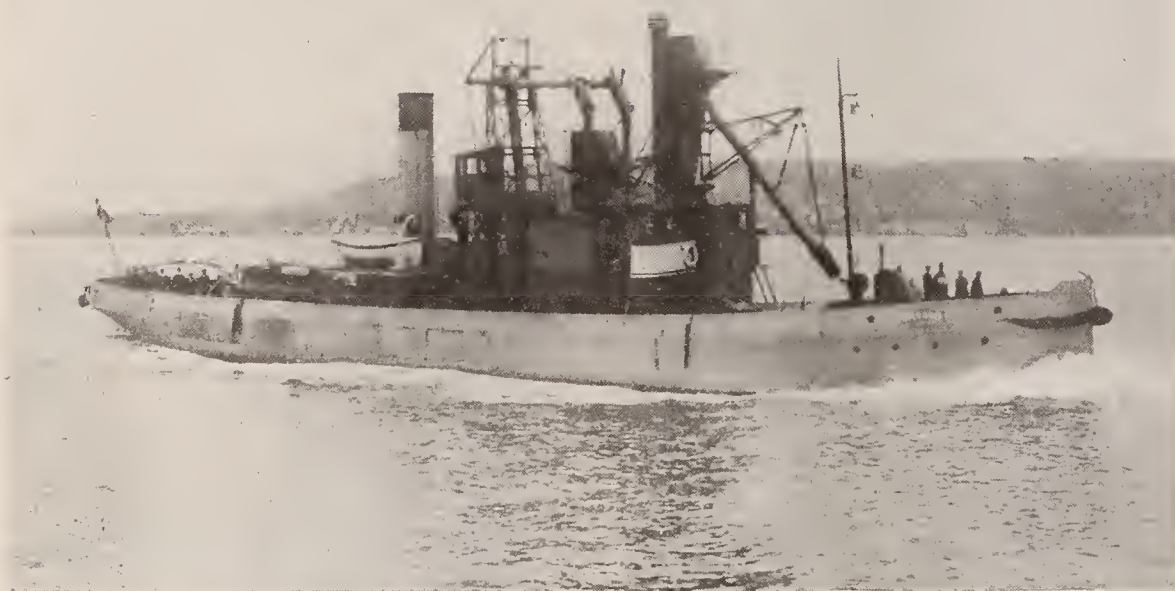
The length is 160 feet, all space being carefully distributed. In the fore part of the ship are feed tanks, storage rooms, crew's quarters, air compressor and cylinders. The weigh-house is located next to the pilot house.

The pneumatic plant handles 150 tons an hour by means of a suction plant, and 120 tons an hour by a combined blowing and suction device. Grain is drawn from the cargo ship and deposited in a receiver in the center of the vessel where it flows into a tipper seal. The seal is located just below the deck and delivers the grain into a steel hopper.

The grain is fed onto a chain type bucket elevator by means of a chute from the elevator. Going through automatic weighing devices and passing by means of a second bucket elevator over the side of the elevator the grain is emptied into a barge. Another system is arranged so that the grain may be admitted into pipes through which a vacuum pump exhausts and by this method the grain is blown over the side into another vessel for transportation to the dock. Still another system consists of a spout arranged so that the contents of the hopper can be drawn into sacks and weighed for checking the accuracy of the automatic scales.

The coal bunkers have a capacity of 125 tons and are located between the weighing and elevating equipment, along with the boilers, of which there are two. All the different departments while well divided in the approved way have been connected and ample facilities provided for reaching any part of the ship in an emergency. The amount of machinery required to operate a ship of this size and also to give maximum results in handling grain made it necessary to exercise considerable ingenuity in planning the vessel, but all that was desired has been accomplished and with no excess of space.

The *Garryowen* has a beam of 26 feet, and a depth of 17 feet. The draught is 13 feet aft and 12½ feet forward, which easily provides for the practical navigation of comparatively shallow parts of the river. The introduction of this vessel represents a new idea in nautical construction, and one which has possibilities of being put to more exten-



THE S. S. "GARRYOWEN"

ditions in Germany at the present time and the probable outlook for the future.

The spirited trading of the time during the inflation has given way to practical stagnation. Sales are taking place below listed prices and everywhere flour is sold by auction and at prices which tend to further decrease price levels. Prices of wheat and wheat flour especially have dropped to unheard of limits with no buyers in sight. This, again, is due to lack of liquid funds and of credit facilities.

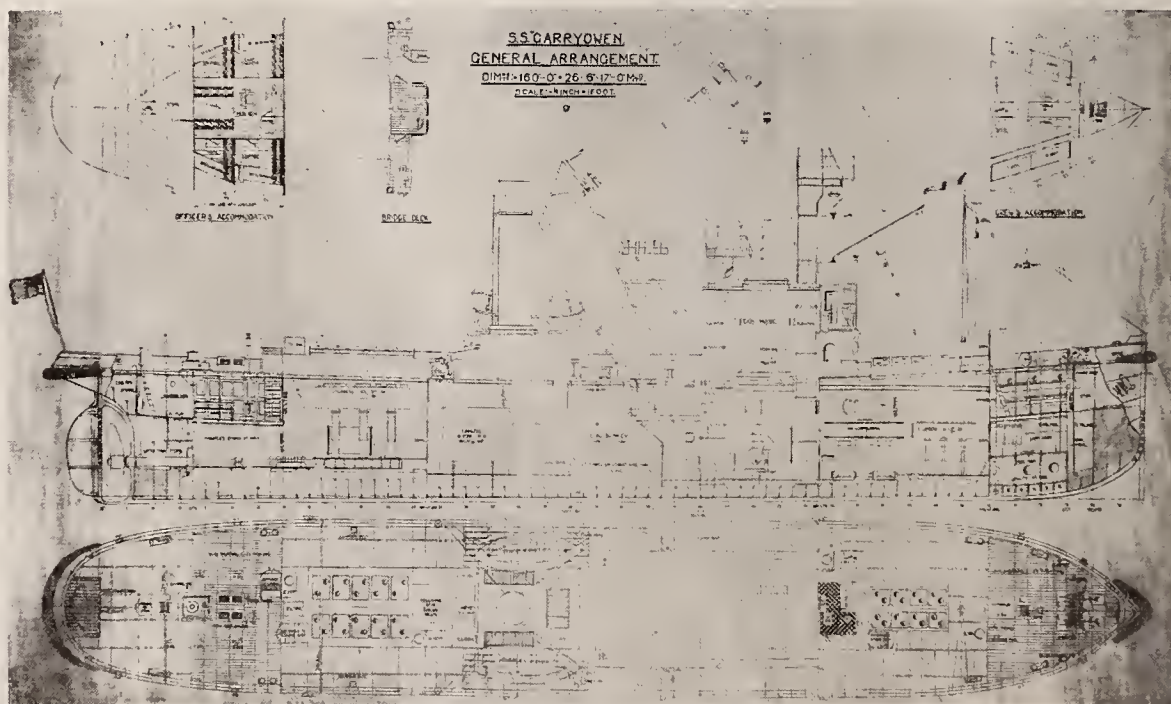
So far, stocks on hand have sufficed to comply with demand and owing to greatly reduced prices of meat and vegetables, consumption of flour has decreased. There is no telling how the situation will develop when wholesalers and bakers will be forced to lay in stocks if the present credit policy of the Reichsbank continues.

While before the war wheat flour was subject to twice as high a protective tariff as grain, there are no duties imposed today on grain and flour; the latter is even freed from paying a turnover tax when first imported. Owing to these facts, sales of flour by domestic mills have greatly decreased, the latter, in fact, having greatly decreased output facilities.

The opinion prevails in many quarters that it is an unhealthy policy to permit the unrestricted importation of grain and flour to the disadvantage of German agriculture, and many circles, formerly opposing import duties on these commodities, are now in favor of them. As a fact, the German farmer is obtaining for his products 60 to 70 per cent only of prices paid before the war, while maintenance of operation, credit terms and taxes have considerably increased.

Due to the hard and long winter there will be a late crop; otherwise the outlook is not unfavorable.

elevator arrangement. The vessel of this sort now in operation on the Shannon is the *Garryowen*. It meets the incoming ships at a point 18 miles down the river and part of the cargo is removed to a barge which is then towed to the dock. By this



PLAN SHOWING GENERAL ARRANGEMENT OF THE S. S. "GARRYOWEN"

method the grain vessel is lightened of enough of its cargo to permit its progress up the river.

As will be seen in the illustration, the *Garryowen* was built low at the waterline, thus making it possible to carry out the lines which would give a shallow draft, an absolute necessity when extensive river travel is anticipated. There is as little weight in the super-structure as possible, and

sive use in other ports where similar local conditions have to be met. The use of the idea in the present case has given success.

EXCESSIVE rains in March and cold weather in April, together with the present drought, have made a bad combination for the Spanish wheat crop.

Hints for the Elevator Millwright

Big Bill Makes Some Useful Suggestions for Summertime Around Elevator and Home

By OLD TIMER

"BILL, O, Bill Davis," called Mr. Marston from the elevator door. Wish you would hike over to Tucker's elevator. He has been 'phoning all the morning that his elevator gasoline engine won't run. He says it has been troubling for a week but laid down this morning and just wouldn't run. It's a water-cooled, four-stroke-cycle engine with battery ignition. Tucker says he has just put on a new 'hot-shot' five-cell battery. No. I've no idea of what may be wrong. It's very seldom they have any trouble with engines, out there. They keep all their machinery up in good shape. Probably it's some little confounded thing that won't take two minutes to fix, after you find out what it is!"

Tucker's engine was found to have plenty of gas in its tank, the compression appeared good, and testing the spark with a screwdriver showed the electric jump to be fat and strong. But, try as one might, the engine could not be made to start, no matter how the mixture was made up or the timer adjusted.

The timing was made apparent by disconnecting the ignition wire and attaching it to a spare spark plug which was placed on top of the engine while the crank was turned over a few times. A spark, fat and rich appeared at the proper time as the engine wheel was revolved by hand. Then the ignition wire was replaced upon the engine spark plug with same result as before—the engine would not start!

The old spark plug was removed, a new one screwed in, and the engine started off the first revolution of the wheel, and ran without further trouble. The engine owner was very curious to know what was the reason for non-working of the old spark plug. Accordingly it was tested out as shown by Fig. 1. A bit of cigar box was whittled out as shown, by the picture, about an inch wide and five inches long.

Two holes were bored about an inch apart near the middle of the strip and a couple of stove bolts inserted, also short bits of copper wire which were caught under the stove-bolt washers as shown in the engraving. The ignition wire was removed from the spark plug and made fast under one of the bolt-washers as shown. Then the ends of the wires, between the bolts, were bent up as shown to form a regulation spark gap, just a little less than 1/32 inch across.

Another hole was made in the end of the strip, and slipped over the spark plug as shown. Then the wire from the false spark gap was bent around the spark plug stem and the knurled nut screwed down tight upon the wire and the bit of wood. Contact was made, on top of the wood between the ignition wire, the two bits of bare wire and the spark plug, so that save for the new spark gap, connection was continuous from ignition wire to spark plug.

Upon turning the engine by hand, sparks developed regularly at the false spark gap, but the engine would not run—it was not expected to, in fact. Then the spark plug was removed, and with all the new rigging in place as shown, the plug was laid upon the engine and the crank turned over. Sparks developed at the new or false gap, but no spark was visible at the regular spark-plug gap. This proved to the owner of the engine, that the old plug was defective.

But the gentleman wanted to be shown just how the plug was out of order, so a tarpaulin was procured and the heavy cloth thrown over the engine, effectually shutting off the light. Then, with the gentleman under the tarpaulin, the engine was slowly rotated by a workman, and the owner kept close watch of the bad spark plug. As the spark leaped across the false gap, he saw several snaky blue flames play across and into the spark plug insulation, proving beyond all doubt that the in-

sulation was cracked and the cracks so filled with dust or carbonized oil, that the high tension current sneaked through the minute openings in the insulation and did not develop any spark which could ignite a gas-charge in the engine cylinder.

Big Bill accepted the thanks of Mr. Tucker and was about to go back home again, when the telephone rang and Mr. Tucker said: "Wait a minute, William, the Old Man wants to speak to you." "Hello Bill! Most done with the engine? Good, all ready to come home? Well, wait a minute. Mr. Brandon is on his way out there. Wants you to look at the gas engine which runs his water pump. He will bring you home when you get through with it." "Darn gasoline engines, anyhow," said Big Bill as he went out to a receiving sink and watched the unloading of a car of wheat.

* * *

Mr. Brandon told Bill that a sudden change took place in the timing of his gasoline engine, without any movement having been given to the timer, which was just where it always had been. The engine, in fact, made nearly an eighth of a turn of the crank shaft before the proper time for ignition to take place.

Investigation showed that the timer was actually set for occurrence of the spark at the exact time when it appeared. The engine owner said that the

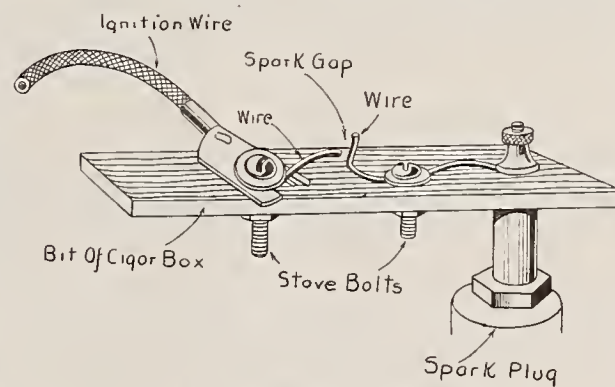


FIG. 1—TESTING-OUT IGNITION

sudden change in timing took place all at once, and since then, he had been unable to make the engine run in the proper direction, but that it would run—it was a two-stroke-cycle affair—in the opposite direction, after a fashion, the gentleman said.

The timer was changed to give a spark at the proper instant, and just as Bill picked up his tool bag and started for the door, he happened to see a spark coil upon a bench nearby. "Where did that come from?" the owner of the engine was asked.

"O!" he replied, "that old coil used to be on this engine but it burned out or something happened so we could never get any good of it and we had to put on a new coil. We couldn't get a single spark coil like that one, so we put on a vibrating coil instead."

"That is what caused the change in your timing," Bill told him. "A single spark coil acts only when the primary circuit is broken but the vibrating coil delivers sparks almost instantly upon the 'making' of the contacts in the primary current. To be sure, the secondary coil delivers its spark only when the primary current is 'broken,' same as in case of the single spark coil, but in case of the new coil, the current is broken instantly and often by the vibrator, so that a spark passes as primary contacts are 'made,' or in fact, a stream of sparks pass the points of the plugs continually as long as the primary circuit is closed by the timer."

In this case, the primary circuit was evidently closed while the engine shaft was revolving nearly 45 degrees—about an eighth of a revolution. Far enough, in fact, to cause the engine to run backwards instead of forward. A few questions put to the engine owner elicited the statement that he always had a lot of trouble with the dry batteries

used for ignition, that they very soon played out whenever the gasoline engine was run continuously.

The engine owner was told that so long a contact between terminals of the primary battery was what caused them to play out so quickly. He was shown that the primary contacts were made by a spring contacting with a cam on the engine shaft, carrying also, one of the primary contacts, and closing the contacts while the cam passed the spring.

It was shown that by bending the contact spring so that its contact point stood normally farther away from the fixed contact, that the arc of contact was reduced from 45 degrees to 10 or 15 degrees, or only from one-fourth to one-third as long a time in actual contact. This reduced battery waste correspondingly, and after the change had been made, the dry cells were found to last from three to four times as long as they did before the contact time was shortened!

But changing the length of contact time as above described, was found to throw the timing of the engine out again, and another adjustment had to be made in order to make the secondary spark "jump" at the proper instant. This was because when the spring yielded more and bent farther as the cam passed, contact was made sooner and held later than when the spring was adjusted so as to touch the cam only momentarily. Naturally then, ignition would be later with the vibrating coils, or earlier, with the single spark coil.

* * *

Big Bill had trouble with a pull-rod which was connected to a hopper scale. An adjustment was occasionally necessary, and was made by screwing a nut along a threaded rod, then the nut was locked by screwing a jamb-nut against it. Bill found that the adjustment did not hold very well, that frequently the jamb-nut would work loose from some unknown reason, permitting the adjusting nut in turn, to work its way along the rod to great detriment of the carefully made adjustment. Several schemes were tried for holding the jamb nut.

A piece of thin strap iron was drilled to slip over the rod and sheared off as wide as the nuts. Then the strip was cut a quarter of an inch longer on each end, than the width of the nuts—a half-inch extra length in all. This peculiar washer was placed between the nuts and after they were screwed home, one of the projecting ends was bent up against one of the nuts, while the other end of the strip was bent down, against a side of the other nut. Thus both nuts were locked together and could not be moved until one of the washer lugs had been bent straight again.

Another scheme which Bill tried was to brighten adjacent sides of the screwed together nuts, then with a soldering copper, the brightened sides were tinned and some solder made to flow from one nut to the other. When cold, the solder held the nuts from loosening, but the solder was easily torn apart with wrenches, whenever readjustment of the nuts had to be made.

In another and somewhat similar instance, a common lock washer was placed between the nuts, which were then tightened against the washer. Bill found that the lock washer thus used was not effective between case hardened nuts, but when used with ordinary soft nuts, that it would hold "until the cows come home"—and then some!

WHEAT RUST CONVENTION IN CANADA

Arrangements were made at a recent meeting in the office of Deputy Commissioner of Agriculture J. H. Grisdale, at Ottawa, Can., for a conference to be held in Winnipeg at the Fort Garry Hotel, September 9 and 10, of all the workers on wheat rust in Canada. The meeting, which will be under the joint auspices of the Research Council of Canada and the Department of Agriculture, will discuss the problem from different angles, reviewing progress and working out plans for future efforts looking toward the control of rust.

A permanent committee was named to have

charge of the rust research work, which is to be carried on more vigorously and extensively in Western Canada. The committee named included Drs. H. M. Tory, W. P. Thompson, A. H. R. Buller

and Robert Newton (named by the Research Council), and J. H. Grisdale, E. S. Archibald, H. T. Gussow, W. P. Fraser, and D. L. Bailey (named by the Federal Department of Agriculture).

Why Grain Prices Rose

An Economic Explanation of the Recent Market Movement Which Discounts the Political Theory

By ARTHUR RICHMOND MARSH*

THE general feeling in the American business community about the very considerable rise of the price of wheat and the other grains which has occurred during the past two months or so, is undoubtedly one of almost unalloyed satisfaction and approval. For nearly three years—that is, almost from the moment when the process of recovery from the economic crisis of 1920-1921 was fairly begun—the failure of that part of the country's agricultural population which is engaged in grain and live stock production to secure its share of the general improvement, owing to the disproportionately low level at which the prices of its products persistently remained, has been regarded as creating the most serious single obstacle in the way of a restoration of permanent and dependable industrial and commercial prosperity in the United States.

The highly disadvantageous economic position in which our grain and live stock farmers have been placed by reason of this disparity between their experience and that of the other classes and groups of producers and renderers of service not only has moved the farmers themselves and their spokesmen among the politicians to bitter complaints of the asserted social injustice from which they are suffering and to very disturbing, even if inefficacious, efforts to correct this injustice by political expedients, but it has also compelled the farmers to exercise so severe an economy in their buying of the products of industry proper that the manufacturers and distributors of all sorts of goods have had to contend with choked outlets for important quantities of these goods and have found their business correspondingly uncertain and unprofitable. When the purchasing power of many millions of our farmers is diminished as it has been until very recently by the complete lack of normal equilibrium between the prices obtaining for their products in the markets of the United States and of the world and the prices they must pay for the goods and services they have to buy, the depressing effects are necessarily felt throughout the entire economic fabric of the land.

While this is unquestionably the preponderant business and financial opinion with regard to the price phenomena now manifesting themselves in the grain and live stock markets, and while expressions of criticism or of objection to these phenomena from any quarter have as yet scarcely been heard, it is also true that here and there doubt is beginning to be intimated, on the one hand, with respect to the substantiality and permanence of the upward price movement in these markets, and, on the other hand, with respect to its economic justification, at least from the standpoint of the extent to which it has already proceeded.

The minds of the doubters seem to be affected in part by a belief that the recent advance of almost 40 per cent in the price of wheat—an advance practically paralleled in the case of all the other grains and followed, though still at some distance, by similar advances in the prices of most varieties of live stock and live stock products—is primarily attributable to the reckless operations of speculators, rather than to commercial forces proper. They are also disposed to resist the idea that the increase of the cost of living for the industrial and urban part of the country's population which higher prices for wheat and other necessary farm products will naturally induce, can yield economic benefits for the country as a whole, arguing in particular that this increase of the cost of living threatens to de-

prive the industrial and urban working class of the improvement in its lot which it has been able to achieve during and since the war period.

What cause for real satisfaction is there, even upon economic grounds pure and simple, ask the still not every numerous and not altogether articulate exponents of this manner of thinking, in a far-reaching movement of prices which must necessarily result in a serious reduction of the general purchasing power of the industrial and urban classes, even though the purchasing power of the agricultural population is correspondingly increased.

Influenced thus on the one side by the above-mentioned belief in the essentially speculative nature of what is happening in the grain and live stock markets, and on the other side by their unwillingness to admit that any price change is desirable which may affect adversely the relative economic position of the industrial and urban classes in the population, the doubters proceed to raise the question whether any adequate and convincing economic explanation of the price change can be given. Here they take as their point of departure the lack of statistical evidence that a real shortage of wheat or any of the other grains, or of live stock and its products, may reasonably be expected in the immediate or in the foreseeable future, whether in the United States or in the world at large.

In corroboration of this argument they point to the most reliable official forecasts of the probable production and supply of wheat this year—that of the United States Department of Agriculture, for instance—which indicate a world production only about 10 per cent less than the concededly superabundant production of last year or the year before last; and they contend that with this production, supplemented by the large carry-over stocks of wheat known to exist, there is no possibility that the season's total supply of wheat will fall short of all reasonable, or even conceivable, demands for consumption. In any event, they declare, it is economically unwarrantable that a decrease of 10 per cent in the world's production of wheat in a single season, and that a season succeeding a series of seasons in which the production was oppressively large, should cause an advance of 40 per cent or perhaps more in the price of wheat.

As they see the matter, the disproportion between the cause and the effect is so inordinate and so glaring that the effect must be regarded as unsubstantial and hence evanescent. So interpreted, the recent sharp upward movement of prices in the grain and live stock markets can not possibly be sustained for more than a comparatively brief period; so long as it lasts it will be productive of much disturbance and much anxiety in many directions, but in the end it must collapse, to the grievous disappointment of the hopes of the farmers and to the enormous financial loss of the entire body of persons, whether speculators or others, who have been concerned in the affair.

The defect of this reasoning, as applied to existing price conditions in the markets for farm products, is that it fails to take into account the economic principle that the prices of all particular commodities and services tend irresistibly to come into equilibrium with the prices of all other commodities and services at the world gold price level obtaining at a given time, unless they are prevented from so doing by economic forces and conditions peculiar to the particular commodities.

What is meant by the world gold price level of a given time, of course, is the general measure finding acceptance at that time of the exchange-

able value of all products and all services in terms of gold money, with the price of each product and each service in such relationship with the prices of other products and services that substantial equity obtains through all the multitudinous exchanges that take place. And where the gold price level as expressed in units of gold money shall stand at a given time is primarily determined by the quantity of gold money and money based upon gold which is available at that time for employment as a medium of exchange—whether such changes be absolute in a physical sense or relative in the sense that the manner of employing the existing gold is altered—and also as a result of changes in the volume of goods and services in process of exchange. But whenever the gold price level rises (or falls) as a result of changes of this character, all particular prices at once tend to rise (or fall) correspondingly until they are once more in equilibrium with all other prices at the new price level.

Naturally, it is to be borne in mind that the gold price level as expressed in units of gold money is not something fixed and immutable, but that it rises and falls as a result of changes in the quantity of gold money available as a medium of exchange—whether such changes be absolute in a physical sense or relative in the sense that the manner of employing the existing gold is altered—and also as a result of changes in the volume of goods and services in process of exchange. But whenever the gold price level rises (or falls) as a result of changes of this character, all particular prices at once tend to rise (or fall) correspondingly until they are once more in equilibrium with all other prices at the new price level.

Here it is to be observed that in the years immediately preceding the European War the world gold price level had attained a degree of stability never before equaled in all economic history. For nearly half a century the larger economic processes of the world had been disturbed by no war having more than an essentially local character and by no revolutionary economic happening. Production and distribution had gone on virtually all over the globe under conditions of complete economic freedom and the prices of all goods and services had had an opportunity to come into almost perfect equilibrium amongst themselves at a uniform price level expressed in terms of gold money.

This situation was fundamentally changed by the economic developments attending the European War and its aftermath. For one thing, the war produced an enormous change in the world's gold money position, first, by the universal withdrawal of actual gold money from circulation and its concentration in central banks, and, second, by an unprecedented accumulation of gold in the richest and economically most powerful country in the world, namely, the United States. At the same time, the war greatly decreased the sum-total of goods and service for which gold money is employed as a medium of exchange. Under these conditions it was inevitable that the world gold price level should rise extensively, this phenomenon being most impressive in the United States where the change in the available quantity of gold money has been greatest. In fact, if the prices of all goods and services are taken into account, the gold price level has risen in the United States almost 100 per cent above the point at which it stood in 1914. And to this new price level the prices of all commodities tend irresistibly to conform. The rise of the prices of the grains and live stock, no longer prevented by conditions of over-supply, is simply the economic translation of this tendency into actuality.

GRAIN IN WESTERN EUROPE

The U. S. Department of Agriculture calls attention to the steady recovery of the countries of the Danube Basin as grain producers and competitors with American grain in western Europe. In the years before the war, these countries, Austria, Hungary, Bulgaria, Roumania, Czechoslovakia and Yugoslavia, had large surpluses of wheat, rye and other grains to export. By 1921, the wheat surplus had dropped 96,000,000 bushels below the average pre-war exportation so that 24,000,000 bushels were actually imported in these countries, largely from America. Since then the deficit has been wiped out and in 1923 the exports of wheat were fairly large and promise to increase as the internal affairs of these countries straighten out.

*From *The Economic World* of August 2, 1924.

Four Elevators that Serve Indiana Mill

Country Elevator Facilities Prove Asset to Mill
Operating in Middle West

LOCATED in the very center of a fertile farming country is Evansville, Ind., with bottom lands of the Ohio and the Wabash producing winter wheat in great quantity. Being so favorably situated for the production of wheat, the city has long been the home of several important mills, among them the one owned by Igleheart Brothers. The annual flour production of Evansville has been estimated in the past by competent statisticians to be sufficient to feed the population of the city for 18 years.

In order to regulate mill requirements in accordance with available grain it has proved practical to maintain country elevators, thus facilitating

has an approximate capacity of 1,800 bushels an hour.

The basement of the workhouse is connected by means of an area way, with the system units of tunnels under the main storage units, giving quick as well roomy access to the unloading conveyors. The machinery is all individual electric drive.

There is a seven-foot basement under the entire tank, and this houses the conveyor and spouting. The metal clad house adjoining contains the machinery. Power is provided by a 20-horse power gasoline engine.

The tank has a diameter of 20 feet and its total height is 44 feet 9 inches. The walls are six inches thick. The roof is of concrete, as is the remainder of the structure. The storage capacity is 7,500 bushels.

Some idea of the extent of the storage facilities of Igleheart Brothers can be gleaned from the fact that they have recently arranged to handle contract wheat at 16 points in southern Indiana. The agreement was made with J. H. Gwaltney, president of the Indiana Wheat Growers' Association, who is in charge of the wheat pool in that state.

In the same year that the Miller, Ind., elevator was erected, 1922, Polk-Genung-Polk Company also erected a house for the same milling concern at



MILLER, IND. ELEVATOR OF IGLEHEART MILL



STEWARTSVILLE, IND. ELEVATOR OF IGLEHEART MILL

The Polk-Genung-Polk Company, of Fort Branch, Ind., built this plant for Igleheart Brothers and closely followed their instructions to work toward permanence and elimination of the fire hazard. At the same time every effort was made to achieve rapid handling of wheat and a minimum of expense in upkeep. The plant has been in operation for a few months, and the owners are convinced that they have attained their wishes—except that they wish the storage was larger.

Another of the illustrations shows the elevator erected by the same engineers, at Miller, Ind., for Igleheart Brothers. This unit is also built of concrete, and consists of a single round tank, which has been divided into four compartments.



MARTINS, IND. ELEVATOR OF IGLEHEART MILL

mixing, and having the grade of wheat desired on hand when needed. Mills that can call on their own elevators to fulfill this need have a decided advantage at times, and, realizing this, Igleheart Brothers have recently erected several country houses to augment their line of receiving stations, and have built a large new elevator at their headquarters in Evansville.

The elevator at Evansville, Ind., is of monolithic concrete and consists of 32 bins, 20 of which are round and the other 12 interstice. The round bins are 20 feet in diameter without partitions, and have six-inch walls. The straight walls that connect the circular bins are about four feet long on the average, giving the interstice bins a capacity equivalent to that of the round bins.

One interstice bin is used to house a Randolph Drier, the remainder being used for storage. The entire storage is wheat, with a capacity of the elevator of about 500,000 bushels. The bins are 58 feet deep.

Grain is delivered to the storage by a system of rapid handling out-of-doors conveyors. The unloading conveyors are located in tunnels under the bins. The entire plant has a concrete roof.

The workhouse tops the other surrounding structures, and has four floors. It is 90 feet in height, and has a diameter of 24 feet, with six-inch walls. On the first floor is located the cleaner; on the second is a scale, of 2,000 bushels' capacity, and in the upper portion there is a 2,000-bushel garner bin. The steel elevator leg which supplies the house

Stewartsville, Ind. Another of the accompanying views shows this one, which, it will be noted, varies in style quite a bit, as compared to the other units. It is also of concrete, and has a single round tank. This tank has four compartments for grain; and a basement, seven feet in height, under the entire tank. In this basement is located the conveyor and spouting.

Machinery in this case also is operated by means of a 20-horsepower gasoline engine, and is located in the house adjacent to the tank. This building is steel-clad.

As to dimensions, the tank is 20 feet in diameter, and has a height of 58 feet 9 inches. Walls are six inches thick, and the house has a capacity of 11,100 bushels.

The third of the smaller elevators shown was also built in 1922 in Martins, Ind., by the same concern. It is a single concrete tank, 20 feet in diameter. The thickness of walls is six inches, and the height of the structure is 51 feet 2 inches. The tank is divided into six compartments.

There is a seven-foot basement under the tank, which, as in the case of the others, houses spouting and the conveyors. The machinery in the house in the back ground of the picture is driven by a 20-horsepower gasoline engine. The capacity of the elevator is 8,650 bushels. These elevators, with the older country houses operated by the Igleheart Brothers, insure a constant supply of wheat to the mill, and a supply which represents the cream from each territory.



IGLEHEART BROTHERS' ELEVATOR AT EVANSVILLE, IND.



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CHICAGO, ILL., AUGUST 15, 1924

THE NEW GRAIN COMPANY

A COMPREHENSIVE prospectus of the new Grain Marketing Company appears on another page of this issue. While the company is incorporated and has been doing business, technically, since July 28, the business is transacted by the grain firms and will be of concern to the new company only in event of all the terms of the sales contract being met; the contract by which the grain firms will give over their physical properties for something like \$25,000,000. Before this sales contract is consummated the Grain Marketing Company will have to sell \$26,000,000 worth of class "A" preferred stock at \$25 per share to producers, co-operative companies or pools. This will not be an easy job because thousands of farmers have been stung on the U. S. G. G., wheat pools, and stock shipping and slaughtering companies, the organizers of which painted just as rosy a future as does the Grain Marketing Company. And it must be remembered that some of the officers of this new organization were leaders in and enthusiastic advocates of some of those other companies that failed.

This does not mean that the present company cannot succeed if the management is left entirely in the hands of the experienced grain dealers who were connected with the member firms. If the company officers and directors will keep out of it, the Grain Marketing Company has a good chance of success so far as the management of the business is concerned. Under the co-operative law they have been allowed to bring about a merger which has opportunities of enlargement until it constitutes practically a monopoly of

the grain handling facilities of the country. Such a monopoly would be financially successful, no doubt. How long it would operate before consumers took an interest is impossible to say.

But this is looking some distance into the future. At present the problem is to market the common and class "A" stock, and as the pools, the National Farmers Grain Dealers Association and numerous state farmers associations have advised against it, the problem is one of some difficulty. There is this to be said: The scheme has better promise of success than any marketing plan that has been tried or planned by farmers.

CUTTING IT FINE

THE tax of 20 cents a bushel on "put and call" options, provided by the Future Trading Act, has been declared constitutional by Federal Judge Albert L. Reeves of Kansas City. A test case was brought by H. P. Trusler of Emporia, Kan. He purchased an option for one-tenth of a cent a bushel and paid 2,000 times the purchase price for his tax. He brought suit on the ground that the tax was not an impost but was designed to abolish "put and call" trading. The case will probably be appealed.

Not being a lawyer, we cannot predict the final outcome of the test case before the Supreme Court. But being a fairly observant citizen and having witnessed a great deal of legal and even constitutional hairsplitting, we predict that the law will stand even though the framers of the constitution turn in their graves. When it comes to fine cut decisions a modern court can make a microtome look like a snow plow.

WHAT IS A PROGRESSIVE?

IT MUST have been rather a jolt for the "progressives," who for the most part claim to represent farm constituents, to hear James R. Howard, former president of the Farm Bureau Federation, urge that no new railroad or tax legislation be adopted by the present Congress. Mr. Howard was speaking at the annual meeting of the Federation and his address will reach a great many farmers as well as city dwellers, for the metropolitan papers gave it considerable prominence.

Most of the stock in trade of the "progressives" is in their attack upon the roads, the valuation set by the Interstate Commerce Commission, and rates; and the plan of changing the tax system so that large incomes and corporations will bear a larger share of the burden. Just why this program should be styled "progressive" is a mystery. It was progressive back in the early nineties before the railroads were regulated or corporations taxed as at present. Under present conditions it would be more appropriate to call the program reactionary.

These self-appointed leaders seem to have missed several things that have happened in late years. They seem to forget that for some years before the war roads did not make enough money to expand their facilities in proportion to the growth of commerce; they

overlook the burden that was put on the railways under Government operation; and ignore entirely the remarkable record of efficiency they have made in the past year, a record which has no parallel in this or any other country.

The "progressives" seem to think that no matter how large an income a man may have, it must all be spent for personal use. Where, do they imagine, does new capital for expanding industry come from except the surplus of large private or corporate incomes. The man of small means contributes little to new capital and he would contribute no more if his Federal tax bill were reduced. By increasing taxes for the higher bracket incomes, capital for new enterprise would be restricted and the politicians would have more to spend on junkets to Europe, Alaska and Panama, or more bureaus and commissions which create new jobs for political henchmen at every legislative session. To our nation the "progressives" are misnamed for they are talking in terms that are a generation old.

WHAT TO DO WITH PROFITS?

LAST year when prices were low and farmers in the wheat growing states had about exhausted their credit or had gone a bit beyond that point, politicians and those that derive their living from so-called farm leadership were advising all sorts of legislative cure-alls and economic bubbles. A plan for diversification was suggested and a bill was introduced under the terms of which the Government was to advance \$50,000,000 to further the diversification program. The bill failed of passage, for one reason because farmer support was luke warm. Every economist, every farm educator and every real leader agreed that diversification of the wheat farms was the only method of insuring permanent prosperity.

Many wheat farmers this year will pay their debts and have money in the bank. It will be interesting to see what they do with it. Will the farmers buy good live stock or automobiles; hens or Henries? In the face of present prosperity it is easy to forget the unpleasant past and its causes; and easier to disregard the future. A combination of world conditions such as exists this year does not happen often. Because wheat pays well this year is no sign that it will pay next year or the year after. Thousands of farmers in Wisconsin, Minnesota and other states will testify that a diversified farm always makes a good living. No, we take that back. No farmer ever testified that he makes a good living; he is always abused, exploited and robbed. But his banker will testify and that is just as good.

Our grain exports last year did not make much of a showing as compared with the year before, although they look better when compared with pre-war figures. During the crop year July 1, 1923, to June 30, 1924, our exports in bushels were as follows, the previous year being given in parenthesis. Wheat, 78,793,000 (154,950,000); corn, 21,186,000 (89,604,000); rye, 17,704,000 (51,-

411,000); barley, 11,208,000 (18,192,000); oats 1,148,000 (18,573,000); wheat flour, barrels, 17,252,000 (14,882,000); rice, pounds, 190,616,000 (318,940,000). The total value of all these grains and flour was \$245,643,000 last year, as against \$451,341,000 the year before. One obvious reason for the discrepancy is that the average price during the 1922-23 season was lower than last year, and European agriculture was not so fully recovered. Export figures for the coming season promise improvement as a world decrease of about 15 per cent in bread grain production has taken place and we will have to make up part, at least, of the deficiency.

EDITORIAL MENTION

The new wheat grades will be enforced on August 15. If you are in the territory effected by the changes, protect yourself and your contracts by studying the grades.

Instead of a wheat crop of poor quality, such as we had in 1915, millers of the Southwest are congratulating themselves over one of the best quality crops in recent years and plenty of it.

Leading factors in increasing consumption of wheat in continental Europe probably include the reduction by France of the duty on wheat and flour imports, and the shortage of potatoes in Germany.

The wheat carryover this year was 102,000,000 bushels, practically the same as last year. The difference in production and export requirements this year, however, make us glad that the carryover is no smaller.

The Northwest is looking for trouble with harvesters, as the I. W. W. has established headquarters at Bismarck and is already distributing propaganda for a strike for higher wages. No matter what the wages are they plan to strike for higher. As Bismarck is the center of the harvest hand employment the I. W. W. will attempt to get the harvesters before they sign up.

It is interesting to note that the U. S. Chamber of Commerce in its 15 "Principles of Business Conduct" advocates adjusting business controversies through impartial arbitration. This is nothing new to grain men: here is one of the things in which the grain trade has had a lead for a long while, and probably a great many other lines of trade could learn something from the grain dealers about adjustments without recourse to the courts.

Though the Council of Agriculture and the Provisional Board had made all necessary preparations for the establishment of a pool in Southern Queensland, the corn growers have voted against marketing corn through a pool this season; 3,095 growers voted against the pool and 2,945 for it. There were 8,847 ballot papers issued and 6,141 votes

were cast; 69 per cent of the growers having voted. However, the Council seems to have unbound optimism, as it is reported that they are continuing preparations to found a pool for the 1925 harvest.

Inasmuch as the Chicago Board of Trade Clearing House has admitted the Grain Marketing Company and the offices of the member firms have consolidated it can fairly be said that the corporation is on the way, and we shall see what we shall see.

A train pulled out of Newton, Kan., last week with 160,000 bushels of wheat as its sole freight. Only 50 years ago, remarks a local newspaper, old prairie schooners with oxen constituted motive power in that same area, and the idea of planting wheat would have produced a laugh.

The National Council of Agriculture, which was formed in St. Paul in July for the purpose of resurrecting the McNary-Haugen bill, has sent word to President Coolidge that the "farmers still need aid." What the farmers need most is a bodyguard to save them from their so-called friends.

Just at present feed dealers are a bit discouraged because the green pasturage has made the feed business slow. But pastures will not stay green forever and dairy cattle, chickens and hogs have to eat whether it rains or not. Except where the field is supplied every grain elevator should carry a line of feeds.

Business men are to start a campaign against La Follette, which is probably the very thing Bob would wish for. The people who will vote for the third party are the ones who believe that business men are in a conspiracy against all who haven't as much money as they have. A platform founded upon jealousy is a rather unstable foundation for a national party.

If you imagined that the "course of empires" made its way westward only until it struck America, and then stopped, just examine our growing commerce with Asia and the proportion it now bears to our total foreign commerce compared with before the war. Japan calls this the dawn of the "Age of the Pacific," and Japan is right. Keep your eyes to the West.

"In five years the 1919 acreage of wheat in North Dakota has been cut to less than 54,000,000 acres, on the 1924 estimate, or a 30 per cent reduction," says Dr. John Lee Coulter, president of the North Dakota Agricultural College. Since the 1919 wheat exported was about 30 per cent of the total production there is indication that the farmers are solving the problem of surpluses without legislation.

It has been said that although protective duties seem to be abortive when inland prices are below world prices they are not for that reason insignificant. They are things to be taken into account when attempts are made to appraise the extent of European demand for imported wheat. Every addition to the

duties will help to restrict imports by raising prices and the poverty of the European consumer means that there are very decided limits to the price advances which he can or will stand.

The attack in the House of Commons in Canada on the alleged excessive cost of the Royal Grain Inquiry stirs a responsive chord in the hearts of many American citizens, who may be excused for taking a philosophical satisfaction in observing that the legislative mania for investigating exists at times in other places than Washington, D. C.

Charters one day this week amounted to 500,000 bushels to Montreal and 700,000 bushels to Buffalo, with more working after the close. Wheat shippers are taking full advantage of cheap lake freight rates to charter vessel room for the East, thus relieving congestion in some points but adding to congestion resulting from the recent heavy movements to Montreal and Port Colbourne. This seems a favorable indication.

The wheat acreage has been cut 2,500,000 acres in the last five years in North Dakota, and this wheat land has gone into Alfalfa, Sweet Clover, and other pasture as hay crops, as well as corn, oats, barley and grain fed crops. Dr. Coulter has very pertinently commented that this is a measure of the increase in livestock and diversified farming movement and away from the extremely dangerous one-crop system and towards a safe, sound and profitable type of agriculture.

Latest estimates from Canada put the wheat crop of the prairie provinces at 259,032,000 bushels as against 452,260,000 last year. With Canada an uncertain quantity and the quality of our southwestern wheat known to be exceptionally high, it is not likely that foreign buyers will wait long before insuring their supply. In fact, reports of large quantities of wheat sold for export have already been made, which looks as if a stiff price would have to be paid for good wheat later in the season.

One of the most significant developments affecting wheat values this year has been the exceptionally good quality of the wheat produced in our Southwest. It is reported now that Spring wheat in the Northwest is showing similar high protein contents, making it particularly attractive to the milling trade. The price of United States wheat is several cents a bushel less than the cost of competing grains and if our wheat quality is so good, there is no reason at all why we should not be doing a big export business.

In a recent bulletin the Government has again called attention to waste of grain due to defective threshing machines. Any standard machine will do its work with very little waste or loss of time if kept in good condition. Here is an item of economy often overlooked by the grower, though in some cases the losses involved may run into considerable money. Many other things besides the cost of handling grain enter into the question of ultimate return.

H. H. NEWELL
Chicago

NEWS OF THE TERMINAL MARKETS

L. W. FORBELL
New York

CHANGE IN CONTRACT GRADE

The members of the Minneapolis Chamber of Commerce Association decided by a vote of 107 to 27 recently to make No. 1 Hard Spring wheat contract grade at four cents premium over the future and eliminate No. 3 grades as contract.

A GRAIN ELEVATOR GIVES LIGHT

A giant searchlight was recently placed on top of the grain elevators of the Washburn-Crosby Company of Minneapolis, Minn. The light has 500,000,000 candle power and is designed as a guide to aviators approaching Minneapolis in the night.

REDUCES CHARGES

The Secretary of Agriculture has promulgated amendments to the regulations of the department of charges and fees making the minimum fee in an appeal or dispute case \$1, if it involves the grade of grain in wagon or in a lot of 25 sacks or less. In any other appeal or dispute the minimum fee will be \$1.50. This is a reduction in the charge.

PUBLISHES FUTURE TRADING FIGURES

The Grain Futures Administration office at Minneapolis, Minn., now publishes at noon of each day figures showing the volume of trade in grain for future delivery on the preceding day on the Minneapolis Chamber of Commerce and the Duluth Board of Trade. Similar figures on the Chicago Board of Trade have been sent out by the grain exchange supervisor on that market since January 4, 1924.

CLOSE ADJUSTMENT

The total North American wheat promise is far enough under last year to be regarded seriously abroad. Import requirements of European countries are expected to be fully as large if not larger than last year. They will have to depend largely on the U. S. as the source of supply with the Canadian crop short and complaints coming from other exporting countries. World's exportable surplus as estimated by an authority will be around 725,000,000, with 750,000,000 needed to fill requirements. The adjustment of Messrs. Supply and Demand will be close. *Southworth & Co., Toledo, Ohio. From late Southworth's Weekly Market Review.*

SMALL MOVEMENT WINTER WHEAT

The movement of Winter wheat to this market has been the smallest in years. Local millers have not been as free buyers as in other years and up to the present the elevators have not taken on any wheat to hold. As the movement is only just getting under way, however, and there were undoubtedly very many holes to fill with the first run, this condition may change and permit of the usual amount of wheat being handled here eventually.

During the past two months the business in coarse grain in this market has been confined almost exclusively to ex lake grain as the rail movement from country points to Buffalo has never been so light for such an extended period, in the memory of the oldest dealer. Owing to the extremely low lake freights this season, grain can be brought down here from Chicago and Duluth and distributed to points in the East much more economically than by rail. With old oats pretty well cleaned up, however, a good run of oats to this market from interior points is looked for the balance of this month and next and it is anticipated that the first

movement will meet with a ready demand in view of the small carry over of old oats and the fact that shipments of oats by lake in any volume are not anticipated for another month. *J. G. McKillen, Inc., Buffalo, N. Y., Market letter of August 12.*

SAMUEL L. RICE

The name Metamora figures very largely in the life of Samuel L. Rice, (known to the general grain trade as Sam Rice) grain dealer of Metamora, Ohio, and formerly engaged in the general grain receiving business at Toledo. For Mr. Rice hails originally from Metamora, Mich. Also about the year 1905 he was secretary and general manager of the Metamora Elevator Company of that place. Then, to go a little farther back he was born on a farm about two miles from that same elevator



SAMUEL L. RICE

and after elbowing his way rapidly through the schools of Blissfield, Mich., followed by teaching a country school for two years, he launched into the grain business which he has evidently made his life's vocation. It also might be well to state that about that same year of 1905 he was secretary of the Lenawee County Grange of Michigan for one year and was then the only man in his state holding the office of master of grange.

Today we find Mr. Rice head of the Metamora Elevator Company of Metamora, Ohio, and he has gone very far in the councils and interests of the grain trade, both state and national, during the past 20 years. We don't know just when the emigration from Michigan to Ohio occurred but we find Mr. Rice president of the Tri-State Grain Producers and Dealers Association at Lima, Ohio, in 1912 with Tom P. Riddle as secretary. Grain dealers recalling those Ohio meetings will also remember there was more or less talking out of school and that Tom P. Riddle "wuz a warm baby." In respect to this change from Metamora, Mich., to Metamora, Ohio, same name, same elevator company it might be pertinent to inquire of Mr. Rice, "how come?"

Anyway, Sam Rice is a good fellow, a good grain merchant and very popular among his associates. At his election as president of the Ohio Grain Dealers Association recently our Toledo correspondent sent us his last picture and the following:

"Sam Rice, grain dealer of Metamora, Ohio, was elected president of the Ohio Grain Dealers Association at their forty-fifth annual meeting in Lima, Ohio, last month. Mr. Rice is well known throughout the country as a chairman of one of the arbitration committees of the Grain Dealers National Association. He has served in many official capacities in grain dealers' associations and is well qualified to steer the ship of state for the Ohio dealers. He is also prominently identified with civic bodies in his home town and always an ardent worker in the ranks of progressive citizens. For several years he has been a member of the Toledo Produce Exchange and spends a large part of his time on the exchange floor. He is interested in several elevators besides the one at Metamora and serves as a director in two banks. Sam is known for his upright dealings among the grain men and they can depend on his word to the last and smallest detail. Few men enjoy the comradeship of as many men as does this successful shipper. Ohio dealers are to be congratulated in having him at their head for the ensuing year."

THE SITUATION AT PITTSBURGH

Receipts of corn have been ample for all trade requirements the past week. Demand has been gradually easing off and offerings show a marked increase. High prices of corn to the consumers will curtail considerable of the normal demand. Wheat is being harvested in the eastern territory and it is a very good crop in every respect. Much of this wheat will be fed as the selling value of it in a local manner is less than the cost of replacing the corn.

The demand for oats has been extremely small while receipts have been less than normal for the past several weeks, there is a tendency for stocks to accumulate. Good yield of oats is all through this territory on the new crop and a light demand may be expected for some little time. Old oats continue to be offered quite freely from every direction and new oats are arriving in the market and are the best quality for several years. Test weights as high as 37 pounds are noticed. The color is fancy. *Harper Grain Company, Pittsburgh, Pa. Market letter of August 13.*

FROM DECATUR, ILL.

Something over half of our wheat crop is threshed, quality is very good except where rains during harvest or threshing have given the grain 1 or 2 per cent extra-moisture. The yield is not quite so heavy as estimates made when the fields were cut.

The Illinois corn crop has certainly made great strides for the better during July, particularly so during the last two weeks of warm weather and ample moisture. Quite a few farmers estimate a yield of 50 bushels per acre, but the crop is very uneven and the general average will be much less than that. Of course all estimates are based on the assumption that frosts will not interfere with the maturity of the crop.

Our farmer friends must have something to pester them always, last year the Chinch Bugs cut the corn yield, this year they are conspicuous by their absence, but in their place the Southern Corn Root worm sometimes named *Diabotica* has appeared in some central Illinois fields, as it often does in a wet year. It is a small, white worm about a half inch in length, whose mission is to feed off the

the roots of the corn and deprive the plant of proper sustenance; in some cases the stalk falls over when a good breeze strikes it and in others the ear is smaller on account of lack of nourishment. We do not anticipate enough damage from this source to greatly reduce our anticipated yield, but do believe from information, which we receive from good people in the great corn growing states, that the Government will later on raise its estimate upwards of the 1924 crop of corn.

Oats are yielding from 50 to 70 bushels per acre here and at present prices will supplant corn as feed. A farmer can sell his crop for \$20 per acre and in many cases still be able to reserve enough for feed and seed. Farmers seem willing to sell oats freely at present prices. *H. I. Baldwin & Co., Decatur, Ill. Market letter of August 12.*

LIBERAL ARRIVALS OF WHEAT

New wheat is beginning to arrive here in quite liberal volumes and we note quite a percentage of it is grading below contract on account of excessive moisture. However, it is being taken here at very slight discounts. We have a good demand for wheat at this time.

There seems to be considerable activity in barley and new samples thus far show quite a range in quality. Some of it is very choice and some of it shows the effects of wet weather. All of it, however, is in demand in our market.

Values prevailing here for both corn and oats are in line with competing markets and heavier receipts are wanted. *E. P. Bacon Company, Milwaukee, Wis. Market letter of August 12.*

GOVERNMENT REPORT

The Government report on wheat indicates great prosperity for farmers provided the market holds. United States now has total supplies (figuring present Government report and our July 1 carryover) of 907,000,000. Domestic requirements are 645,000,000 leaving 262,000,000 for export and carryover. High prices will reduce consumption and allow us more for export. The Government found a lot of wheat between June and August in the Winter wheat states where the farmers were in distress. The increase in Spring wheat can be explained by the favorable weather conditions. We had an advance of at least 12 cents, due to the June report. Canadian damage added 18 cents more. With 121,000,000 more wheat than in June we feel present prices discount considerable. *C. A. King & Co., Toledo, Ohio. From late Special Market Report.*

NEW PROSPERITY FOR FARMERS

Samuel P. Arnot, executive vice-president of the Chicago Board of Trade, Chicago, Ill., pointed out in a recent statement made public to the trade, the swift change from depression to prosperity now being experienced by American farmers. It reads:

"Farmers are now more content than at any time since the war, as shown in the reports from all agricultural districts. Never before in history has an upward price swing come at a more opportune time for the grain farmer. The talk that the farmer will not get the full benefit of this higher price is absurd, for it has come just at harvest time, when he has his whole crop to place on the market. His prosperity is inevitable.

"Only a few weeks ago Congress was being bombarded to enact a law to dispose of our huge surplus. It is now quite evident that the farmers will have no difficulty in disposing of their surplus, and at excellent prices. Wheat has gone up 36 cents or more since that time, and corn, oats and rye have shown corresponding upward swings. Farmers are extolling the merits of the grain exchanges, while critics of the present marketing machinery, who built political hopes on agrarian unrest and extravagant promises, find themselves in somewhat of a quandary.

"Grain exchanges, with their vast facilities for gathering and disseminating information on world conditions, have made high prices possible at this time rather than after the crop had been marketed. In the old days of grain marketing it was difficult

to determine a shortage, until it had become an actuality, or only after a very large part of the crop had been placed on the market. Today the public is kept informed of the everchanging conditions which register the future needs of the world.

"With this information it is possible for manufacturers, exporters and consumers to buy their supplies for future delivery, and for men of means who have confidence in higher prices to lend support to the market. Thus the farmer finds high prices at harvest time, when he is ready to sell his crop, instead of at the end of the year, when his crop has passed into other hands. Everything now points to agricultural prosperity, which will mean prosperity for the entire nation."

BOSTON'S NEW COMMERCIAL BUILDING SOON TO OPEN ITS DOORS

By L. C. BREED

The new 12-story home of the Boston Chamber of Commerce is already partially occupied, and the executive offices will be ready in September at which time the various departments will be transferred from the old building erected about 30 years ago. A marked departure from the plan of the old building is that of having the various departments of the executive management thrown into



JAMES A. McKIBBEN

one room which extends along the entire front. It is divided into sections, free from partitions and "private" doors, thus making all of the officials easily accessible.

On the twelfth floor there is a large and handsome dining room. Connecting with it is the members' room comfortably furnished to serve as meeting place for social intercourse. Nearby is the library which has a well selected collection of books of reference and business information. There are several small dining rooms that can be used either for committee meetings or for private luncheons. In the basement there is a cafeteria for speedy service and lighter meals. The directors' room, in which the president is provided with an office, is fitted up in conformity with its importance in the administration of the affairs of the Chamber.

As may readily be expected, the man on whose shoulders fall the direction of the details of administration must necessarily prove to be one who has, so to speak, grown with the organization. In James A. McKibben, the Chamber has a man who, prior to his 15 years of service, had received ample training in secretaryship and it has been well utilized.

Mr. McKibben, secretary of the Boston Chamber of Commerce, is a native of Illinois, having been born at DeKalb in 1868. He began his business career as stenographer with the firm of Beach & Clarridge, wholesale extract manufacturers, Boston. Afterwards he held a similar position with the Canadian Pacific Dispatch. Later he was as-

sistant official reporter for the Boston City Council, and became assistant secretary in the office of the mayor. From this employment he went to Lee, Higginson & Co., bankers, and was secretary to James J. Storrow, a partner in that house. He became the secretary of the Boston Merchants' Association in 1908. On the consolidation of this Association with the Boston Chamber of Commerce in 1909, he was appointed secretary of the Chamber and, since that time has served in that capacity.

PRICES TO HOLD WELL

We regard the situation on all grains as very strong. We believe that the Canadian situation is serious and that there is still danger to our northern wheat. We feel that the American crop is somewhat overestimated. Much of our immediate territory that promised 18 to 25 bushels of wheat is only threshing from 11 to 15 bushels. This, of course, may not be general and, of course, we hope it is not. We do feel very strong on these markets and believe that grain moved in for sale or consignment will average well with the exception of cars that are damp, having been threshed too soon after rains. Our oats are grading exceptionally well. We do not believe that the movement will be as burdensome as has been talked and prices will probably hold well. *H. E. Kinney Grain Company, Indianapolis, Ind. Market letter of August 13.*

WORLD'S WHEAT SITUATION

Latest available information regarding the world wheat situation indicates that exporting countries this year will have slightly over 2,100,000,000 bushels, compared with 2,358,000,000 last year, a reduction of about 250,000,000 bushels. Importing countries will have about 990,000,000 bushels compared with 1,072,000,000 last year, a reduction of about 80,000,000 bushels, a total reduction of about 330,000,000, or approximately 10 per cent. These figures do not include Russia which is known to have poorer crops this year than last year. Of this shortage about 200,000,000 will be in Canada. The United States is fortunate in having more than last year, and of such fine quality that it is in good demand by both millers and exporters. The last Government forecast made the total for the United States 814,000,000, an advance of 74,000,000 over its July 1 forecast. Spring wheat is progressing favorably, suggesting that the final outturn is likely to turn out 825,000,000 or better. Foreign prices have advanced more than domestic prices in the past six weeks. Our surplus will all be wanted for export, at more profitable prices than have prevailed for several years. *Nat. C. Murray, Statistician with Clement, Curtis & Co., Chicago, Ill. Market letter of August 13.*

RECEIPTS OF CORN AND OATS MODERATE

Receipts of corn here recently have been moderate due mainly to the fact that farmers have been busy harvesting wheat and oats, and prices have been maintaining a high level, with occasional setbacks. However, the demand here the past week has not been so urgent on account of our largest industry not being regularly in the market. The fact that they have fairly large stocks on hand, places them in an independent position, and unless they can buy at their price, they can withdraw from the market entirely or buy sparingly. The lack of an urgent demand for shipment is also in their favor, making less competition. The news regarding the growing crop of corn has been a little more encouraging recently, although it is generally conceded that the 1924 crop will be much smaller than usual, and an early frost or continued wet weather would cut down the yield still more.

Receipts of oats have been light and prices have been fairly steady, with a moderate demand. Threshing returns on the new crop are coming in daily and yields are reported to be quite large in most sections, much better than average. Heavy rains are delaying threshing in a good many places. The quality of the new oats arriving so far has

been very good as regards weight and color. *Mueller Grain Company, Peoria, Ill. Market letter of August 12.*

TERMINAL NOTES

The Veninga-Newell Grain Company, St. Louis, Mo., has taken out a charter with capital stock of \$50,000.

Crofton & Co., of New York, N. Y., announce that their firm name has been changed to Crofton & Guild.

The Beach-Wickham Grain Company of Chicago, Ill., has opened a branch office at Rockford, Ill., with C. C. Donaldson in charge.

The annual "get-together" meeting of the office managers of Peavey & Co., grain elevators was held July 31 at Winnipeg, Man.

Nesbit Grammer, president of the Eastern Grain Mill & Elevator Corporation of Buffalo, N. Y., sailed for Europe from Montreal early in August.

Frank G. Crowell, vice-president of the Hall-Baker Grain Company of Kansas City, Mo., recently returned from a three months' tour of Italy.

Charles B. Rogers of Van Dusen-Harrington Company of Minneapolis, Minn., has applied for membership in the Baltimore Chamber of Commerce.

Harley L. Flood has taken the position as salesman "on 'Change" for the Cargill Commission Company at Duluth, Minn., formerly held by Duncan Frick.

The Board of Trade of Dodge City, Kan., recently installed a complete 12 unit protein laboratory for use of the local trade and near by grain and mill centers.

Kurtis R. Froedtert of the Froedtert Grain & Malting Company of Minneapolis, Minn., was recently elected to membership in the St. Louis Merchants Exchange.

It is announced that R. W. Bean & Co., grain and feed dealers of Philadelphia, Pa., will go out of business owing to the continued illness of R. U. Bean, head of the firm.

Clarence A. Scheafnocker, formerly of A. A. Housman & Co., of Pasadena, Calif., recently became connected with the Kansas City office of Lamson Bros. & Co., of Chicago.

William G. Dilts of the old firm of Dilts & Morgan of Kansas City, Mo., has opened an office in the Board of Trade Annex Building and will conduct a general grain brokerage business.

E. C. Dreyer of the Dreyer Commission Company of St. Louis, Mo., has become an alderman in Clayton, a suburb of St. Louis, taking the place of R. P. Alwood who was elected mayor.

Frank Hurley, formerly manager of the Minneapolis office of the Shearson-Hammill Company of Chicago, Ill., has become connected with C. T. Stevenson Company of Minneapolis.

The Grand Island Chamber of Commerce, Grand Island, Neb., established an official grain inspection department on August 1 for the service of the grain and mill interests of that market.

Watson S. More has purchased the membership of E. L. Welch in the Duluth Board of Trade. E. L. Welch & Co. was formerly of Minneapolis, Minn., and liquidated several years ago.

R. C. Schiller, well known in the grain trade of Duluth, Minn., has purchased the Board of Trade membership of John A. Savage and will represent a grain commission firm on that market.

K. J. Bortsch has again become identified with the grain interests of Chicago and has taken charge of the export business of the Uhlmann Grain Company, in which he has had a large experience.

Following the sale of its properties the Rosenbaum Grain Corporation of Chicago, Ill., has closed its Omaha office. E. E. Hunter has been the Omaha manager of the corporation for a great many years.

E. F. Rosenbaum, president of the Rosenbaum Grain Corporation of Chicago, Ill., and George H. Davis, president of the Davis-Noland-Merill Grain Company of Kansas City, Mo., have made applica-

tion to the Kansas City Board of Trade to have their membership in that exchange changed so as to show them as representing the Grain Marketing Company.

F. W. McCoy, who has been connected with a number of grain firms of Kansas City, Mo., members of the Kansas City Board of Trade, has become manager for the Gulf Crushing Company of Kansas City.

Edward Netre of the grain exporting firm of Barnes-Jackson Company of Baltimore, Md., was recently elected a director of the Baltimore Chamber of Commerce in place of Thomas C. Craft, Jr., who resigned.

Robert M. Bell, secretary of the W. M. Bell Company of Milwaukee, Wis., and W. A. Hottenson, Jr., of the same firm spent their vacation this year at the Merkle Lake Hunting and Fishing Club, Mercer, Wis.

Thomas Johnson & Co., who have maintained their grain offices for many years past in the National Marine Bank Building, Baltimore, Md., removed on August 1 to the fifth floor of the Baltimore Chamber of Commerce.

Will J. Stuve, a member of the grain and hay firm of Henry W. Brown & Co., of Cincinnati, Ohio, recently returned from a honeymoon trip spent on the Pacific Coast and was given an informal reception on his appearance "on 'Change."

Jos. G. Reynolds, a member of the grain exporting firm of Gill & Fisher of Baltimore, Md., for the past 15 years, retired from the firm on August 1. Blanchard Randall, Jr., was admitted to partnership in the concern on the same date.

The first car of new wheat arriving at the Cincinnati market graded No. 2 Red and tested 59.2 pounds with 2 per cent damage and 1 per cent foreign material. It was sold, subject to confirmation of shipper at \$1.37 per bushel.

C. F. & G. W. Eddy, who have been conducting a grain and hay business in Boston, Mass., for the past 40 years, have liquidated and a new corporation formed by Clifford and Frank Eddy which will carry on the domestic hay business formerly conducted by the old firm.

R. M. White of the White Grain Company of Duluth, Minn., recently returned from an extended automobile trip during which he visited in hay and grain centers of the United States and Canada and attended the International Convention of Rotary Clubs at Toronto, Canada.

The plant of the American Hominy Company at Davenport, Iowa, has been sold by the Chicago Title and Trust Company, trustees, to John L. Kellogg, head of the Kellogg Toasted Corn Flakes Company. It is said the plant will be used for the manufacture of rolled oats and feed.

P. J. Keyes recently applied for membership in the Kansas City Board of Trade on transfer of the membership of Martin Lawless, which was sold by the receiver of the Moore-Lawless Grain Company for \$7,500, including the transfer fee of \$500. The sale represented an advance of \$1,250 over the last membership sold.

Work is progressing very rapidly on the new building for the Kansas City Board of Trade and it is expected to be ready for occupancy by December 1. The Board of Trade will move its trading activities on January 1, 1925, and will be ready to transact business on the trading floor of the new building on January 2.

The grain division of the Merchants Exchange of Portland, Ore., adopted new trading hours recently to become effective July 31. The session opens at 11:45 a. m. and remains open until 12:45 p. m. It was expected that by opening the session earlier and lengthening the trading time, the members would make greater use of the trading floor.

Redmond Fitzgerald has withdrawn from the hay and grain firm of Fitzgerald Bros. Company at Cincinnati, Ohio, and will make his future home in California. His brother, Edward A. Fitzgerald, has purchased his interest and together with Charles Haggerty, also a member of the firm, will continue

the business under the old firm name. Both the Fitzgerald brothers are favorably known in that market, where they have been in business for many years. Redmond Fitzgerald has many friends in the hay and grain trade in central territory who will wish him success in his new field of endeavor.

The Staley Milling Company has purchased a site at Kansas City, Mo., on which it will build a feed mill. It will have a capacity of 500 tons of chicken, dairy and other feeds daily and a 500 barrel daily corn meal plant. Storage for 50,000 bushels of grain will also be built. Nordyke & Marmon Company of Indianapolis, Ind., will supply the machinery.

Bert A. Boyd, head of the Bert A. Boyd Grain Company, Indianapolis, Ind., celebrated the thirty-ninth year of his entrance into the grain business on the Indianapolis market on July 24. Bert grows younger every year and his friends attribute it to sleight of hand or some occult art known only to himself, the secret of which he has thus far refused to reveal.

James Hessburg, for some time past manager of the Froedtert Grain & Malting Company of Milwaukee, Wis., has been transferred to Minneapolis, Minn., where he will have charge of the firm's interest on that market. His place is filled in Milwaukee by Leonard Keefe, former Milwaukee manager and resident vice-president of the Updike Grain Company.

The Rialto Elevator Company of Chicago, Ill., has been incorporated with a capital stock of \$50,000 to deal in grain and seeds, offices are in the Postal Telegraph Building and incorporators are Harry N. Weinberg, Louis P. Haller and Alfred M. Rogers. The company has leased and will operate the Wabash Railway Elevator which has a capacity of 1,500,000 bushels.

H. S. Nevillier, one of the best known grain men on the Sioux City grain market, Sioux City, Iowa, has retired as manager of the McCaul-Dinsmore Company and opened his own offices at 616-617 Grain Exchange Building. Mr. Nevillier has been identified with Sioux City's grain interests for the past 12 years. He has been elected a member of the Sioux City Grain Exchange and will do a general grain business.

The Quaker Oats Company, large buyers of wheat and coarse grains on the Chicago market, has consolidated its feed and flour departments and appointed W. E. Suits manager of the two departments. T. Johnson will have charge of feed and flour sales in western territory and Harry C. Brown continues in charge of flour sales. C. M. Hidding who has been the assistant to Mr. Brown in Chicago will have his headquarters in Cedar Rapids, Iowa, where he will handle feed and flour sales west of the Mississippi River.

A. A. Cunningham of the Sneath-Cunningham Company, grain and seed merchants of Tiffin, Ohio, was presented to the readers of the *Tiffin Tribune* in that publication recently as one of the city's foremost and most honored citizens. Mr. Cunningham's activities range through public utilities, manufacturing, banking, grain, and has done much to forward the civic interest of Tiffin. He is well known and highly esteemed in central grain circles and is a thirty-third degree Mason and trustee of Ohio Masonic Home at Springfield.

CHANGES IN MEMBERSHIP

Duluth.—New members on the Board of Trade are: R. C. Schiller, George B. Wagner, W. C. Ginther and F. Leval. The membership held by John A. Savage, A. J. Wagner and Hans Simon have been withdrawn. Reported by Secretary Chas. F. MacDonald.

Milwaukee.—J. H. Shanard of Bridgewater, S. D., has been elected to membership on the Chamber of Commerce. Reported by Secretary H. A. Plumb.

Portland, Maine.—The Morrill Coal & Wood Company, affiliated itself with the Chamber of Commerce. Reported by Howard H. Waldron, traffic manager.

Wichita.—The Clark Grain Company has closed its Wichita office. Reported by Secretary R. B. Waltermire.



MANHATTAN RAILWAY DIVIDEND

Within a few weeks the directors of the Interborough Rapid Transit Corporation will meet to act on the quarterly dividend due on the guaranteed stock of the Manhattan Railway. The stated rate, to be paid if earned, is 5 per cent, beginning July 1. As the deficit for the 1924 fiscal year was small, an extra payment may be made on account of accumulations of \$1 per share for that year.

NEW DIRECTORS IN ALLIS-CHALMERS

Jeremiah Millbank, director of Chase National Bank, was elected director of Allis-Chalmers Company, to succeed J. H. McClement, deceased. Charles Hayden, who attended the directors' meeting, said that business would pick up this fall and heavy trade should continue for a number of years. Helpful factors included the Van Sweringen merger, high grain prices, Dawes settlement and the probable election of Coolidge, he added.

THE HARRIMAN ROADS

Interest in the Harriman roads, the Union Pacific and the Southern Pacific, has declined considerably of late. However, it is understood the basis for considerable developments in the Southwest is being laid. Rock Island has lost much of the speculative interest attached to it until recently, but the understanding is that an offer to absorb that property may be forthcoming before very long. It is known that the Southern Pacific is desirous of safeguarding an entry into Chicago.

AMERICAN STEEL FOUNDRIES SHOW PROFIT

American Steel Foundries, for the six months ended June 30, 1924, shows a surplus of \$2,348,644 after charges, depreciation and Federal taxes, and preferred dividends equivalent to \$2.81 a share, earned on the \$24,073,200 common stock, as compared with \$3,459,324, or \$4.38 a share in the corresponding period of 1923. The surplus for the six months totaled \$2,348,664, compared with \$3,459,324 for the first six months last year.

LARGE ISSUE OFFERED BY B. & O.

An issue of \$75,000,000 Baltimore & Ohio Railroad Company, 5 per cent first mortgage bonds has been offered at 98½ to yield 5.10 per cent, by a syndicate headed by Kuhn, Loeb & Co., National City Company and Spyer & Co. This represents the largest railroad refunding operation since the \$215,000,000 refinancing of the Great Northern and Northern Pacific Railroads early in 1922. It has been under discussion for several months in financial circles and was approved by the directors of the Baltimore & Ohio at a special meeting in New York, which was the last step necessary to its offering.

PUBLIC BONDS ON MARKET

The Guaranty Company and Blyth, Witter & Co., were awarded at 104.81 a new issue of \$3,000,000 Los Angeles 5s, due 1925-1964.

A syndicate composed of Estabrook & Co., Mercantile Trust & Deposit Company of Baltimore, Stein Bros. and Boyce & Baker, Watts & Co., is offering a new issue of \$704,000 state of Maryland 4½ per cent bonds due serially 1927 through 1939 at prices to yield 3.75 to 3.95 per cent.

The Commonwealth of Massachusetts recently awarded a \$2,000,000 loan, dated August 14 and due November 21, 1924, to the Old Colony Trust Company at 2 per cent plus \$2,650 premium.

The Bankers Trust Company was the successful

bidder at 105.43 for the \$1,160,000 City of Cleveland, Ohio, 4¾s, due 1930-1954, sold by that municipality.

A. B. Leach & Co., Inc., are offering, to yield 4 to 4.20 per cent, a new issue of \$687,000 Atlantic county, New Jersey, 4½s, due 1926-1939.

Harris Trust and Savings Bank are offering \$600,000 City of Winston Salem, N. C., municipal 4¾ per cent and 4¼ per cent gold bonds due serially July 1, 1932 to 1973, at prices to yield 4.50 per cent for the 4¾ per cent bonds and 4.55 per cent for the 5½ per cent bonds.

MAIL ORDER HOUSE PLANS EXPANSION

Montgomery Ward & Co. has set aside more than \$3,200,000 out of surplus earnings for the purpose of expanding its warehouse facilities on the Atlantic and Pacific Coasts. Work was started on the construction of a branch house in Baltimore, costing approximately \$2,500,000, while fast progress already has been made in doubling the capacity of the branch house at Oakland, Calif., the cost of which probably will exceed \$700,000.

BANK DEBITS SHOW MARKED INCREASE

An increase of more than \$800,000,000 in bank debits during the week ended August 6 is reported by the Federal Reserve Board. Debits for the week aggregated \$10,120,000,000, or 8.5 per cent above the total reported for the preceding week. Increases are shown for all of the more important centers. New York city reports an increase of \$389,000,000.

As compared with the week ended August 8, 1923, debits for the week show an increase of 22.5 per cent.

EARNINGS OF INTERNATIONAL NICKEL REPORTED

The International Nickel Company reports for the quarter ended June 30, 1924, net income of \$359,698 after expenses and charges, equal after preferred dividends to 14 cents a share on the \$41,834,600 common stock of \$25 par value outstanding, compared with net income of \$418,596, or 17 cents a share on the common stock in the previous quarter, and net income of \$204,803, or 4 cents a share on the common in the June 30, 1923 quarter.

HIGHER PRICES FOR COPPER EXPECTED

Good sales of copper have been made aside ship and for c.i.f. delivery to Europe. The price is firm at 13½ cents delivered, up to ¼ cent since Saturday as a result of a strong advance on the London metal exchange and strength in sterling. Domestic buying is moderate. Higher prices for copper still seem in order, and it would not be surprising to see copper at 14 cents before the end of the month. However, for the price to stay there requires considerably better domestic buying than has prevailed for the last two months. Shipments declined considerably in July, and stocks August 1 showed an appreciable rise.

FOREIGN BOND PRICES

The present boom in foreign bonds is logical from another point of view than the low money rates. One banker has made an exhaustive analysis of present bond market prices and those of 1912. Domestic obligations now are selling at an average yield basis of about 4.25 per cent, the same as at that time. In that year foreign obligations in Lon-

don averaged 4.27 per cent in yield, whereas foreign issues in the United States—such securities were not listed here then—now average 7.17 per cent yield. Hence it is argued that the obligations of other nations should sell at any prices comparable to domestic bonds. The market certainly indicates such a movement. There is one serious objection to this theory, however; the American investing public has not yet become accustomed to appraising foreign bonds, other things being equal, at as equal in security to domestic obligations.

UPWARD TREND OF STEEL PRODUCTION

Higher prices are being quoted in the iron, steel and metal trades except in finished steel products which are more or less stationary. Production of steel has registered a decided gain, now averaging close to 50 per cent of capacity. Old iron and steel and scrap metals have advanced on the Western market and all waste materials show more strength. Pig iron is up 50 cents a ton with another increase expected in some quarters. The last few weeks brought a big change in sentiment in the steel industry although there is still little forward buying. Consumers are purchasing on a hand-to-mouth basis except in a few lines.

MARKET OPINION

Hulburt, Warren & Chandler.—It is our opinion that the present reactionary tendency will prove but temporary.

James E. Bennett & Co.—Heavy profit taking tends to strengthen the market technically and place it in a better position for further advances. We continue to favor the rails, oils, steels and sound industrials that have not yet had substantial advances.

Prince & Whitely.—The recent downward trend in the market is a normal setback after the previous extensive advances.

Thomson & McKinnon.—It is our opinion that such technical correction as may be necessary will follow as a matter of course through a reasonable reaction but that aggressive bearish operations are absolutely unwarranted.

CORPORATION EARNINGS

Manhattan Electrical Supply

For the six months ended June 30 the Manhattan Electrical Supply Company reports a net profit of \$111,373 after expenses, taxes and depreciation. This is equal to \$1.59 a share earned on the 70,000 shares of no par value capital stock outstanding and compares with net profit of \$114,166, or \$1.63 a share, earned in the first half of 1923. The sales for the period totaled \$4,002,089, against \$3,723,379 for the first half of 1923.

S. S. Kresge & Co.

The sales of S. S. Kresge & Co. for July totaled \$6,370,556, an increase of 10.86 per cent over those of July, 1923, and for the seven months the sales amounted to \$45,726,542, which represents an increase of \$4,368,947, or 10.56 per cent over the sales of the corresponding months last year.

Moon Motor Car

The Moon Motor Car Company for the six months ended June 30 reports a net income, after all charges and taxes, of \$401,240, or \$2.23 a share earned on the no par capital stock, as compared with net of \$419,400, or \$2.23 a share in the same period last year.

Mansfield Sheet & Tin Plate

The Mansfield Sheet & Tin Plate Company for the six months ended June 30 shows a total income of \$505,370, against \$668,525 in the corresponding period last year.

MONEY RATE DECLINING

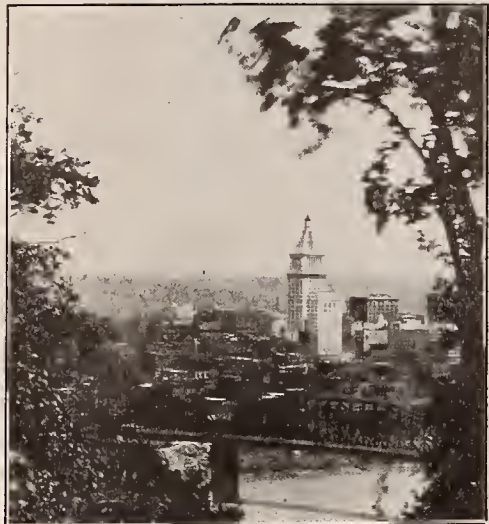
The definite trend of money rates in Wall Street to a still lower level has been attracting attention in the last week. As a result, some are calling attention to the fact that even in the year of trade reaction, 1921, such a tendency was not present, as is now in the month of August.

Cincinnati Prepares for G. D. N. A.

CINCINNATI is looking forward with pleasurable anticipation to entertaining the annual convention of the Grain Dealers National Association which will be held at the Hotel Gibson September 22, 23 and 24.

This Association last met in Cincinnati 15 years ago, and those members who again visit the city will mark with interest the improvements that have taken place, both in the residential and downtown sections. Many new homes and structures have been completed during the past 10 years.

Cincinnati is a natural convention city. It possesses all the attributes of central location, accessibility and in its large group of modern hotels,



CINCINNATI FROM KENTUCKY HILLS

provides accommodations that successfully meet the most exacting requirements of the fastidious guests. Situated on the Ohio River, surrounded by rugged hills and rolling country side, and within 100 miles of the center of the country's population, it is a city whose uniqueness sets it apart from other American cities.

Cincinnati is famed for its hospitality, a reputation which it has borne for years and years, antedating the days of the railroad, when the steamboat was in the height of its glory and the Ohio River was one of the nation's great arteries of trade. No Cincinnati ever forgets that he, personally, is host to every convention visitor who visits the city and who may find occasion to appeal to his consideration. Cincinnatians co-operate with conventions to make their business sessions a success and their entertainment features a series of agreeable events that in later years will not easily pass out of mind.

Approximately 75 per cent of the nation's people can travel by railroad from their homes to Cincinnati within 24 hours. Nine great railroad trunk lines converge at Cincinnati, in addition to the Atlantic-Pacific and the Dixie Highways.

While Cincinnati leads the United States in the production of some things and ranks high in many others, yet it is an industrial city producing a wide range of products, and that very thing gives it balance when a period of depression must be weathered.

Cincinnati's hotels are of the highest character and offer accommodations and satisfactorily meet every requirement and purse. The two largest hotels, the Hotel Gibson and the Hotel Sinton, are situated diagonally across Fourth Street from each other. There are many other first class hotels which are conveniently located and the facilities of which are ample.

Cincinnati is a cosmopolitan and a metropolitan community, with an area much larger than that of the District of Columbia. The area exceeds 72 square miles and approximately one million people live and work in a radius that can be reached within one hour's ride from the center of the downtown district. Thousands of people earn their livelihood in Cincinnati and reside in Kentucky and Indiana and beyond the city limits in Ohio. There-

fore, they cannot be included in the normal population return.

Cincinnati is an American city, 89 per cent of its people being native born. The foreign population is less in proportion to population than in any other large American city, and shows a marked tendency to decrease.

There is perhaps no inland American city that offers such a wide diversity of appeal to every taste and personality.

The Zoological Gardens offer a rare opportunity to study fauna and flora. The collection of animals is probably the most numerous and the most comprehensive in the United States. The garden is an educational asset to the city, the attractive arrangement and the exceptional natural beauties of the garden are also developed into quaint recreation advantages. During the summer months afternoon and evening concerts are given by noted bands and by the Cincinnati Symphony Orchestra. The Summer Opera attracts music lovers from the surrounding states.

The city has long been known as an art and musical center. One of the first endowed Art Academies in the United States was established in Cincinnati. The Art Museum, with its numerous private galleries, contains a rich array of classical and modern examples of sculpture and paintings;



MAYOR GEORGE P. CARREL

sketches, textiles and other objects of interest to the lover of arts. The Academy, which adjoins the Art Museum, has had as its directors such famous artists as Duveneck, Farney and Meaking.

The great interest evinced in Art may be gauged by the number of existing art organizations, among which are the Cincinnati Art Club, the Woman's Art Club, the Three Arts Club and the Arts and Crafts Club.

Located a short distance from the Art Academy and Museum is the Rookwood Pottery. Here the artistic pottery, known and highly prized by every art connoisseur, is made from domestic clays. In maintaining the high standard for quality of workmanship and art, no expense is spared in producing this pottery. Rookwood pieces are found gracing the homes in every part of the country regardless of social degree. Rookwood pieces are produced in varying size, form and design, from a cost almost infinitesimal to a figure only within the reach of the most affluent. The fame of this pottery in many instances surpasses that of the best European and Oriental products.

There are some notable examples of sculpturing in the city. The Tyler-Davidson Fountain, located on Fountain Square, is the finest of its kind in America and was presented to the city by the late Henry Probasco, as a memorial in honor of his

brother-in-law. It was designed and cast in Germany from condemned bronze cannon purchased from Denmark.

Another notable work of art is the statue of Abraham Lincoln in Lytle Park. It was modeled and cast in bronze by Barnard, and is of heroic size. This work depicts a man as a man, more than any other public statue in the community. There are also many other splendid examples of the sculptors art scattered throughout the city.

Some exceptional examples of architecture are found in Cincinnati. The Union Central Life Insurance Building, 495 feet in height, is the tallest office building west of New York City. Cincinnati Music Hall, built in 1884, was in its day an architectural gem. It is used for Grand Opera, public concerts, mass meetings, conventions and exhibitions. Emery Auditorium, a part of the Mechanics Institute Building, built with money donated by Mrs. Mary Emery, is another meeting place for conventions and assemblies of all kinds. This Auditorium might be termed the "home" of the Cincinnati Symphony Orchestra.

Some architectural gems are to be found among the public and commercial buildings of the city, and the architect's skill manifests itself in all of its various forms in the residential sections, where homes may be discerned, designed after every period and school.

Musically, Cincinnati is world famed. The Cincinnati Symphony Orchestra is one of the finest organizations of its character today. Theodore Thomas, the great orchestral leader, received his early training in the Queen City. Eugene Ysaye, who for the past few years has directed the Cincinnati Symphony Orchestra, was succeeded this year by Fritz Reiner, a brilliant young maestro.

The May Festivals for which Cincinnati is renowned attract music lovers from abroad. Cincinnati possesses two splendid musical educational institutions in the Cincinnati Conservatory of Music and the College of Music, which annually graduate



FOURTH STREET LOOKING WEST FROM WALNUT

students who carry the musical fame of this city to every clime.

Educationally Cincinnati ranks high. It enjoys the distinction of being the first city in the United States to establish a municipally owned university—the University of Cincinnati, located in Burnet Woods. In 1870 the General Assembly of Ohio passed an act under which the University of Cincinnati was established. In 1874 the Academic department, now called the McMicken College of Liberal Arts, was formally organized. Expansion of growth of the new university commenced immediately and every passing year sees its continuance. In 1872

the Cincinnati Astronomical Society transferred its property to the city, to become a part of the university. In 1896 the Medical College of Ohio, which was founded in 1819, became a part of the university, and by re-organization and consolidation with the Miami Medical College in 1908, became the Medical College of the University of Cincinnati. The College of Engineering was developed and received its name in 1900, and was organized into a distinct department in 1904. The College for Teachers was organized in 1905 and in 1906 the Graduate School was separated from the College of Liberal Arts and given distinct department organization. The College of Commerce and the evening academic classes in the College of Liberal Arts were organized in



BIRD HOUSE AT ZOOLOGICAL GARDENS

1912. Special co-operative arrangements existed between the University and the Cincinnati Law School, Lane Theological Seminary, Hebrew Union College and the Art Academy of Cincinnati. What is known as the "Co-Op Course" was originated by Dean Herman Schneider, and inaugurated in the College of Engineering in 1906. This ingenious engineering educational plan has as its essential feature the co-ordination of active shop and field work in the various lines of practical engineering, with carefully organized university instruction. Other leading colleges of the United States are adopting it, for it enables the students not only to acquire practical experience while studying, but at the same time enables him to pay his expenses by working his way through college.

The College of Medicine is not only an integral

Cincinnati Library Society for the Blind circulates its books in embossed type through the Public Library.

Cincinnati possesses a notable group of college and preparatory schools, among which are, in addition to those previously mentioned, St. Xavier College, Ohio Dental College, Ohio Pharmaceutical College, Ohio Military Institute, Ohio Mechanics Institute and a number of schools, both religious and non-sectarian, for girls.

In Withrow High School, Cincinnati is conceded to own the most modern, finest equipped and largest high school in the United States. It is located in East Walnut Hills, and covers several acres of ground. In addition there are Hughes High School, Woodward High School, Walnut Hills High School, Franklin High School, St. Xavier High School and many others.

Cincinnati has 90 different park properties, including playgrounds, covering nearly 3,000 acres. Among the largest and most beautiful of these are Eden Park, Ault Park, Alms Park and Mt. Echo Park, from all of which beautiful river views may be enjoyed. Mt. Airy Forest is a natural forest, covering 1,100 acres. The parks of the city are being connected by boulevards, and when these thoroughfares are completed Cincinnati will have the finest chain of recreational centers in the United States.

The beauty of Cincinnati parks is unsurpassed because it is natural. The very location of the city lends itself to magnificent vistas, exquisite groves and great open spaces.

Across the river from Cincinnati is Latonia Race Track, one of the most notable in the country, and during the racing season America's finest thoroughbreds are here seen in action.

The Cincinnati Water Works, which is responsible for Cincinnati's supply of pure, sparkling water, are located at California, Ohio. It is one of the finest plants of its kind on the continent.

In regard to securing accommodations for the convention, Secretary D. J. Schuh of the Cincinnati Grain and Hay Exchange has the following important message:

The comfort of the delegates is the one big and outstanding thought of the members of the Cincinnati Grain and Hay Exchange. The vital part of this is in the hands of a special committee composed of: D. W. Hopkins, chairman; W. B. Stueve; B. H. Wess; Elmer F. Voss; Lyle C. Lord; Trimble McCullough. Send your reservations direct to any

to the limit throughout the period of the races.

While the races should prove a delightful diversion to some of the delegates, and we hope profitable to many during the visit to Cincinnati, nevertheless there exists absolutely no shadow of a doubt that unless the delegates act at once and make reservations the races will be the means of disgusting many an attendant at the convention.

We do not know any other method of bringing this home to you than through the trade journals, and we are relying on journals who always have the best interests of the grain trade at heart, to give this matter of hotel accommodations wide and



WITHROW HIGH SCHOOL, CINCINNATI

frequent publicity so that there can not possibly be any excuse for any one not making his reservations in time. It would be the height of folly to delay any reservation beyond September 1, and it certainly will be the height of good judgment to make reservations at once.

It should be borne in mind that those who make reservations will be taken care of, therefore, there is no reason for any one to hesitate to come to Cincinnati. Our hotel committee is interested in the comfort and convenience of the delegates and this word of warning and urge is sent out so that the committee's good intentions may materialize. The hotel committee has made definite arrangements



A VIEW OF CINCINNATI GENERAL HOSPITAL

part of the University, but is also organically related to the General Hospital, which is the most thoroughly equipped and largest General Hospital in the United States and is the second largest in the world.

Cincinnati possesses a number of public libraries, upon whose shelves may be found the works of every standard author. Free lectures are periodically given on popular subjects for adults, some of the lectures being in foreign languages and illustrated by stereopticon views. The collection of lantern slides possessed by the Public Library is by far largest extant. Story hours are conducted for children at the Main Library and at the branches, where stories are related with a view to interesting children in the best literature. The

of the hotels listed in the pamphlet mailed to the members of the National Association by Secretary Quinn. Or, get in touch with any member of the committee at Cincinnati, or communicate with any member of the Cincinnati Grain and Hay Exchange and they will see to it that your reservation is taken care of. Unless you make reservations at once you will be completely "out of luck."

Read on and be convinced that you will not get a room if you do not act at once. The Latonia Jockey Club opens its fall meeting at Latonia, Kentucky, on September 13, 1924 and continues for 31 days. Latonia is opposite Cincinnati and all of the many out-of-town patrons of the turf make Cincinnati their headquarters. Consequently the hotels of Cincinnati during the racing season are crowded

with the Cincinnati hotels and early reservations will positively be filled. On the other hand the hotels have made it plain that they can not be held accountable for the failure of any delegate to be provided with a room if he fails to make a reservation in time.

There is nothing to be lost by making a reservation now, and if, for any reason, you should later decide to not attend the convention, the thing to do is to at once wire the Cincinnati Grain and Hay Exchange Hotel Reservations Committee that you will not occupy the room, or rooms, reserved for you. Upon receipt of such advice the committee will immediately have the same held for some other delegate. By all means get in your reservations now. You will be taken care of.

NEWS LETTERS

TOLEDO

S. M. BENDER

CORRESPONDENT

THE demand for Soft wheat the past month has been the big feature in this market. Mills both local and outside have been constant buyers of wheat and coarse grains. The feed demand has been fair and millers expect their millfeed business to increase as fall approaches. The new wheat and oats are of excellent quality and should be sought by buyers all over the country. Flour trade is moving along at a good pace and stocks are small in both jobbers' and bakers' hands. Bookings for future delivery are small but this is considered as good for our trade because it will prevent a slump in trade when the quiet season comes. All grain dealers are optimistic about the future and look for this year to be one of the best since the war.

Lester Howard of the C. A. King & Co. was a member of the team representing Toledo in the first Lake Erie district golf tournament. The excellent playing of all members resulted in Toledo capturing first place in this event which is destined to be a big affair between Toledo, Cleveland, Detroit and Buffalo each year.

Vacationists have all returned from their wanderings around the globe and are tanned and sparkling with the stuff they call pep. Office routine seems like a dream to those who led the simple life but home is the best place to be after all, for it is there that we can make our dreams come true. The man who never takes a vacation or is not permitted to is to be pitied for in the great outdoors man becomes a boy once more and lays aside dull cares to romp with the children of nature. He comes back refreshed for the duties of life once again and is worth 10 times as much because he has been allowed to pursue his fancies for a small space of time. Long live vacations!

Clifford McCullough of the Paddock-Hodge Company is able to get out again after several months spent in winning his way back to health. He was calling at the various grain offices this week and shows signs of his long confinement although a better color indicates the sure sign of returning health.

The first car of new wheat and the first car of new rye were received by Southworth & Co. in this market. They were both of good quality and high test weight.

Officials of the various county farm organizations in northern Ohio are planning on a drive this fall to prevent the removal of quarantined corn from quarantined areas. This is the preventive measure to be taken to protect counties where the European corn borer has not become a menace.

Country points in Ohio report the new wheat of excellent quality with test weights running from 60 to 62 pounds and low moisture content. Yields are turning out better than expected at from 10 to 25 bushels per acre.

Michigan wheat due to the season which has been cold and backward is being found to contain as high as 20 per cent moisture. Many farmers failed to leave their wheat in the fields long enough to dry it thoroughly. Heating of newly threshed wheat in bins has caused many farmers severe losses.

Many Toledo grain and flour shippers attended the meeting of the Great Lakes Shippers Regional Advisory Board held in Detroit, Mich., last Tuesday. L. G. Macomber, traffic commissioner of the Chamber of Commerce and of the Toledo Produce Exchange, presided. Nearly 500 shippers were there to hear suggestions to speed up railroad service and the various reports of industries in this district. Several railroad presidents were there and found the Board to be the means of a closer relationship between shipper and carrier.

Ohio farmers who have formerly bought their seeds from the farm bureaus in nearby states as well as their own, will be able to buy them this year through a national organization to be known as the Safeseed, Inc. Some of them will be rather skeptical about buy-

ing from the farm bureau or any organization sponsored by it as they have found pure seed can also contain a goodly amount of noxious weed seeds. Although seed may be guaranteed there is not the desire for building business with farmers in collective buying that there is in individual purchasing from known reliable concerns, whose prices have been fair and business dealings straight.

The first car of new oats was received here this week and they graded No. 2 White, weighing 33 pounds and were slightly stained and had a moisture test of 12.2 per cent. They were from Ohio. Fifty-one bushels per acre were raised in Lucas County where Toledo is located, on the farm of Chris Ackerman on the Corduroy Road.

Toledo flour stocks on August 1 were 23,226 barrels. They were 32,754 barrels on July 1 and 20,840 barrels on August 1 a year ago. Production last week was 41,800 barrels, equal to 91 per cent of capacity.

Clover seed has been rather dormant for some time but will become more active as the crop matures. The crop in Ohio is thought to be in fair shape though the acreage is smaller than last year. In Michigan light rains after the first cutting gave the seed crop a good start and they are expecting a good crop of both Medium and Mammoth Clover. Cutting of Alsike and Timothy has started in many sections and the yields of both and quality are said to be about the average. In Indiana the Clover acreage is smaller than last year but the crop is receiving an excellent start and dealers anticipate an average yield.

Hay crop in Ohio is 25 per cent larger than last year according to official estimates and the Timothy is making about a ton and a half to the acre.

BUFFALO

ELMER M. HILL

CORRESPONDENT

GRAIN shippers and vessel owners on the Great Lakes have been staging a series of sham battles during the last month. Shippers launched a strong offensive, but were thwarted by vessel owners and the latter have gained a temporary advantage. With victory almost within their grasp early this month, shippers were unable to resist the temptation occasioned by an ample supply of tonnage and refused to charter grain carriers at the figures offered in the hope of sending lake freight rates to Buffalo elevators down to a still lower level.

As the result of this attempt on the part of shippers, vessel owners countered by taking more boats off the route and now higher freight rates are again in evidence with boat owners holding the upper hand. Early in the month tonnage was coming out faster than it was wanted in the Lake Superior grain trade. The prevailing rate for late August and early September loading at Lake Michigan ports is 1½ cents to Buffalo. Lake Superior shippers are offering 3½ cents for cargoes to be taken the last 10 days of November to hold at Buffalo and 3 cents from the Head of the Lakes to hold at other Lake Erie ports. The rate from the Head of the Lakes to Port Colborne is steady at 1¼ cents.

Nesbit Grammer of the Eastern Grain, Mill & Elevator Corporation and Mrs. Grammer have sailed from Montreal for two months' tour of Europe.

The Queen City Seed Company has obtained a new long term lease on the property at 616-618 Washington Street. The company is engaged in the wholesale and retail seed business.

Flour mills in the Buffalo district are operating about 80 per cent of normal capacity but the major part of their output is for foreign markets, the wheat being milled in transit and in bond for Great Britain. About 150,000 barrels are being milled weekly. There was a slight flurry in the flour market in Buffalo early this month but it did not result in any great buying movement. About 5,000,000 bushels of wheat were held in storage in terminal elevators along the waterfront early this month. The report showed there were 2,167,000 bushels of rye in the harbor

early in the month. The new wheat crop has not yet started to reach Buffalo mills and the old crop has been practically exhausted in this market.

A decrease both in receipts and shipments was registered at the Canadian Head of the Lakes during the first week of August. The new crop had not yet started to arrive and receipts have been light during the past 30 days. Despite the small elevator receipts at Fort William and Port Arthur, elevators at the twin Canadian ports on Lake Superior are holding more grain at the present date than they were at this time a year ago. A reduction of approximately 1,500,000 bushels was made at the two ports early in the month. Late in July elevators at Fort William and Port Arthur were holding 26,700,000 bushels of grain.

The Export Grain Elevator at Buffalo which is controlled by the Armour Grain Company and small elevators at Erie, Pa., and Fairport, Ohio, on Lake Erie will be affected by the merger of five of the larger grain elevator companies in the United States into a new national co-operative grain sales agency known as the Grain Marketing Company which is capitalized at \$26,000,000. Grain merchants and elevator interests in the Buffalo market believe the grain elevator companies which have sold their plants to the new farmers' organization have secured a good price for a lot of obsolete elevator properties along the Great Lakes. It is said the plan will only benefit those who for years have been anxious to unload some old grain elevators.

Bonded flour mills at Buffalo are milling Canadian wheat in bond with several advantages over the Canadian millers, say reports coming from Toronto, Ont., received by members of the elevator and milling fraternity in Buffalo. This is owing to the milling-in-bond privileges under the United States Tariff Act, says Fred G. Cornell, secretary of the Canadian Millers Exchange, who suggests that an export tax should be placed on wheat for milling in bond to prevent alleged unfair competition. The Canadian miller works under a handicap in this regard right from the time the grain leaves the Head of the Lakes, according to Mr. Cornell, in that Buffalo millers are able to obtain slightly cheaper rates on the Great Lakes to Buffalo as compared with Port Colborne, Ont. Mr. Cornell is of the opinion that possibly by means of an export tax on all wheat except that being shipped in bond for export as wheat, this alleged unfair competition of United States mills would be materially reduced.

Frank C. Greutker, former vice-president and general manager of the Clover Leaf Milling Company, who now is engaged in the grain and feed business in the Chamber of Commerce, was presented with a beautiful loving cup by his former associates in the milling company. Mr. Greutker always has played a prominent part in organization work in the grain and feed industry, having been an officer in many of the associations.

Four Ogdensburg milling firms have asked the Public Service Commission of New York State to establish a through freight rate of 23.5 cents on grain and grain products originating at Buffalo, milled at Ogdensburg, N. Y., and shipped over the Delaware & Hudson Railroad to points east. The firms declare that while they now pay that rate on such shipments over the New York Central and Rutland Railroads, in shipping to points along the Delaware & Hudson Railroad they have to pay in addition a flat rate of 12 cents, making the rate 35.5 cents instead of 23.5 cents. The concerns filing the petition are the Ogdensburg Roller Mills, Bill, Bell & Co., R. H. McEwan Milling Company and Maple City Milling Company. They have a combined capacity of 800 barrels of flour and 200 tons of feed daily. The grain is obtained by rail from Buffalo and points west, milled at Ogdensburg and shipped east in New York and New England.

William A. Wheeler, who was appointed special master in the equity receivership proceedings involving Orrin C. Lake and Helen M. Lake, trading as Ewart & Lake, grain and feed merchants of western New York, has presented his report to Henry B. Curtis, receiver, in which he holds that the individuals to whom legacies were made by the late George S. Ewart of Groveland, N. Y., are entitled to preference over all other creditors of the business. The report

of the special master has been confirmed and all parties have agreed to abide by the ruling. It is pointed out in the report that the title to all real estate left by the late George S. Ewart was held by the firm of Ewart & Lake. The statement of Orrin C. Lake as executor of the will of the late Mr. Ewart shows the estate was worth upwards of \$55,000 of which all but \$489 has already been distributed to those to whom legacies were made.

* * *

The Washburn-Crosby Company has filed plans for the immediate erection of a new \$25,000-addition to its grain storage houses on the Blackwell Ship Canal at South Michigan Avenue. The structure will be two stories high and built of steel and concrete. It will be ready for occupancy early in the fall, mill officials predict.

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John J. Rammacher, vice-president of the Eastern Grain, Mill & Elevator Corporation and vice-president of the Eastern Steamship Company, Ltd., operating a fleet of grain carriers between Buffalo and Montreal via the Welland Ship Canal, and Harold E. Tweedon, manager of the Buffalo offices of the Cargill Grain Company, in the Chamber of Commerce, were recent guests of Merton L. White, general agent of the Eastern Steamship Company on a cruise of the S. S. *Norman P. Clement* to Montreal.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE reports of enormous grain receipts rolling in to Kansas City, Omaha and St. Louis leave the Milwaukee grain handlers cold because there is little evidence of increased activity in marketing at this point. The five leading grains show aggregate receipts of only about 2,354,000 bushels for July of this year against offerings of no less than 4,171,000 bushels for July of last year. This is a decline of about 1,800,000 bushels from last year. The supply was just a little more than half of that received in July, 1923.

All the grains are being offered in smaller amounts, with the worst decline from the bushel standpoint in oats and corn. Only rye, which is a relatively unimportant grain from the marketing standpoint, shows a gain in supply over that of a year ago.

Milwaukee grain men, however, are still hoping that their turn for big receipts will come shortly when the northwestern grains begin to move in volume. With large yields of oats and barley as now expected, these will soon bulk heavily in Milwaukee's trade, it is believed.

* * *

Milwaukee's shipping movement in grain and other products was hampered to some extent by the recent floods which made a tremendous current in the Milwaukee River and other channels and made it almost unsafe to operate boats for a number of days. After several ships had hit bridges and been swung around across stream by the swiftly flowing current, the harbor officials were compelled to keep vessels down near the mouth of the harbor, below most of the bridges. Rains of five to seven inches were responsible for the huge floods north of Milwaukee, which sent a great volume of water down the rivers to Lake Michigan.

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The railroads in portions of the state also were hampered by the immense flow of water and the washed out tracks. Large forces of men were immediately sent to make repairs on damaged tracks and road beds and traffic was soon restored to normal conditions.

* * *

Milwaukee and Wisconsin business men and grain traders are keenly interested in a move now afoot to organize a State Association of Commerce. A meeting will be held later in August at the Conway Hotel in Appleton to complete the preliminary plans for such an association.

Invitations to attend this meeting have been sent out by the president of the Milwaukee Association of Commerce, E. L. Philipp. The Milwaukee business men have been active in pushing the plan for a state organization. H. S. Wells of De Pere, Wis., is the chairman of the committee on organization.

* * *

James Templeton, of Templeton, Wis., a widely known pioneer citizen of Waukesha County, Wisconsin, and for whom the village of Templeton was named, died recently at the family residence in Templeton.

Mr. Templeton was in the grain business in the village and was a leading citizen both in a commercial and a political sense. He was frequently called upon to represent his section in state and county conventions. He was elected sheriff of Waukesha County and he was for a time postmaster of Sussex and Templeton.

Mr. Templeton's death was of special interest to the members of the Chamber of Commerce because his son, Andrew, is now the president of the local Chamber. The Board of Directors of the Milwaukee organization adjourned one of their meetings out of respect for the death of President Templeton's father. And some of

the grain men also attended the funeral which was held at Templeton with burial at the Prairie Home Cemetery of Waukesha.

Besides the son, the deceased was survived by one daughter, Cora, now Mrs. O. H. Lowe, of Sheboygan. Other survivors are three grandchildren and four great grandchildren.

The deceased had been a resident of Waukesha County since 1843 when he came to Wisconsin territory from Avon, N. Y., at the age of one year. This fact also indicates the advanced age of Mr. Templeton—that he had reached his eighty-second year.

* * *

Officers of the Milwaukee Harbor Commission were all re-elected at the annual meeting held recently. They are William George Bruce, president; F. C. Reynolds, vice-president, and Herman Bleyer, secretary.

* * *

William George Bruce, president of the Harbor Commission, declared in an interview that he was skeptical of the Canadian engineer, Ralph Keemlee's, plan to raise the level of the Great Lakes by means of dams on the Albany and Ogoki Rivers. Mr. Bruce said it could not be done even if Mr. Keemlee asserted that about \$10,000,000 would be required and that the drainage from 20,000 square miles of land would be diverted to the Great Lakes.

* * *

The Finance Committee of the Milwaukee Chamber of Commerce has decided to continue the 6 per cent legal rate on advances. This is the rate prevailing for a few months after the reduction from 6½ per cent.

* * *

After having owned the property of the defunct American Malting Company at Watertown, Wis., for several months, the Fleischmann Malting Company has started in to improve the property to a considerable extent. The local custodian, Carl Emmerling, says he has not full information as to whether or not the improvements presage the use of the equipment by the Fleischmann Company for yeast production. Mr. Emmerling says that many men would be required to operate the plant and it would give Wisconsin barley farmers a fine outlet for their grain, something that they have been lacking for years, since the malting business went under a cloud with the decline of brewing.

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The samples of barley which have been received from various parts of Wisconsin show excellent color and also good weight and quality. However, with the heavy rains prevailing generally, it is feared that much of the barley will be discolored before threshing is completed.

* * *

Reports are coming from various counties of Wisconsin that the corn fields are greatly in need of warm weather if the crop is to escape frost near the end of the season. Corn is tasseling and some is silking in the southern counties of the state. July proved to be a cool month, the average being only about 67 degrees instead of the usual mean of more than 70 degrees.

Prior to the heavy rains of the last week the weather in Wisconsin was highly favorable for harvesting and for haying. These storms lodged a great deal of grain in some sections and it is expected that the lodged fields will not fill properly and also that much of the grain will be difficult to harvest. Many fields will have to be cut only one way. The harvesting of winter rye and wheat is nearing completion in the western counties of the state. Meadows and pastures are also reported to be in good to excellent condition as a result of rains which in some instances aggregated five to seven inches in about three days.

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Milwaukee grain dealers report that although the wheat movement to Milwaukee in July was very light, that the grain is headed this way now from the Southwest and during the month of August a considerable wheat shipment volume by lake is looked for. Three vessels have already been chartered for the movement of this wheat. With additional mills at Buffalo, Milwaukee grain men say much of this grain can now go to Buffalo for milling and there will no longer be any need of shipping the grain to Minneapolis or southwestern points for grinding.

* * *

Grain in store at Milwaukee at the opening of the month of August was 105,000 bushels of wheat, 79,000 bushels of corn, 75,000 bushels of oats, 24,000 bushels of barley and 408,000 bushels of rye. The supply of grain is very light all along the line except in rye where the store exceeds 400,000 bushels. This is in line with last month when unusual stocks of rye were reported at the local market.

* * *

The Chamber of Commerce of Milwaukee voted the continuance of 400,000 bushels regular storage, 200,000 bushels in each of the Chicago and Northwestern K. K. and the Rialto Elevators.

* * *

Special reports received in Milwaukee from the west indicate that along the Chicago, Milwaukee and St. Paul lines to Milbank, S. D., the yields will average about 18 bushels of Spring wheat, from 55 to 60 bushels of oats, from 25 to 28 bushels of rye and from 35 to 40 bushels of barley. In other sections of this western territory, the forecast is not so good with 16 bushels of wheat, 50 bushels of oats, 25 bushels of rye and 35 bushels of barley.

Milwaukee grain men point to these extraordinary

figures in the belief that the grain crops of the Northwest are going to be enormous, in fact the best for the last 10 or 15 years and that therefore very large grain receipts should be the logical result when the crop begins to move in real earnest.

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The Chicago, Milwaukee and St. Paul road has reported to local grain handlers that the road has never been in a better condition to give good service in grain traffic than it is this year.

The St. Paul road also states that the bad order cars have been reduced to 6 per cent of the total as compared with 16 per cent in the early part of last year. Bad order locomotives are down to 13 per cent which the company says is a good showing. The company also has on hand 300 locomotives ready for service just as soon as they shall be needed. Many of these engines have been laid by in Milwaukee until such time as traffic demand shall force them into use.

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The first sale of the new season barley was 10,000 bushels of new western, 48 pounds weight for August shipment taken at 83 cents a bushel by a Milwaukee malting concern.

Hay dealers from many towns in the vicinity gathered at Green Bay, Wis., when the state and Federal hay inspection meeting was held in the Fox River Valley. The Association of Commerce of Green Bay helped promote the movement. The conference attracted hay men from Oconto Falls, Seymour, Pulaski, Oconto, Gillett, Kewaunee, Denmark, Luxemburg, and New Franklin.

* * *

The Milwaukee Chamber of Commerce is planning on using some of its grain inspectors in the weighing department when not busy with inspections. Ten samplers and inspectors have been duly appointed assistant weighers to be used in that department whenever expedient.

DULUTH

S. J. SCHULTE - CORRESPONDENT

FEW changes have been reported in the personnel of grain houses on this market during the last few weeks. R. C. Schiller has taken over the membership of John A. Savage and he is now operating on the floor. The Board of Trade membership of E. L. Welch, whose firm went out of business two years ago, has been transferred to Watson S. Moore. The Board of Trade membership of Duncan Frick, pit man with the Cargill Commission Company, has been taken over by Harley L. Flood. Mr. Frick, who is a son of A. W. Frick, a former president of the board, has purchased an interest in the refrigerator business of O. J. Brice at Eau Claire, Wis., and he is now in harness down there. His friends on the Duluth Board gave him a hearty sendoff before leaving. The Board membership of W. B. Ginther has been transferred to A. A. Jewett, representative on this market of the Northwest Grain Growers, Inc.

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William Grettum, a former prominent operator on the Duluth market, is now traveling representative of the McGuire-Haley Company. With the prospects of a busy merchandising season ahead of them, Duluth commission houses will be fully represented on the road, judging by the list of applications for travelers' licenses that have been posted so far.

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The Duluth Board of Trade Clearing House Association has filed application for a 30-year renewal of its charter which will expire on January 1 next. A member of the clearing house pointed out that few could have prophesied the changes in the grain handling situation that have come about on this market during the last 30 years. Of the original members of the association, George G. Barnum, Sr., Thomas Gibson and W. J. McCabe are the only ones still actively in harness. George F. Foster is now manager of the Clearing House succeeding Franklin Paine, who retired after serving nearly 25 years in that position. He later died in Los Angeles, Calif.

The directors of the Clearing House have been credited with exercising rigid supervision over operations on this market. They have been able to place their fingers early upon weak spots in the list of operators from time to time so that few serious failures have come about even in the strenuous period during the war, when the daily price fluctuations of wheat and other grains often covered a wide range.

* * *

The Tenney Company claims the credit for handling the first car of new wheat on the Duluth market this season. It was a car of Hard Winter wheat from Wichita Falls, Texas, testing 63½ pounds. It was bought by a local milling company for mixing purposes. With the assurance of a heavy yield of high grade American Spring wheat this season, millers on this market are of the opinion that the shutting off of importations of Canadian Hard wheat through the imposition of 40 cent duty will not handicap their trade to any extent this year. They drew attention to the point that they

were handicapped during the last crop year in being compelled to import high-price Canadian wheat in order to bring their flour up to contract specifications. That, they claim, was a factor in giving Canadian millers the edge on export trade during the last year. Statistics, they asserted, showed that Canadian flour quotations in the export markets were well below American. Millers on this market, however, expressed themselves as sanguine that they would be enabled to obtain more of a look-in on export trade during the present crop year, especially in view of the falling off in the wheat crop over the Canadian Northwest.

Grain men on this market have been returning from inspection trips over the Northwest, enthusiastic over the crop outlook, which they regard as the best in several seasons. What greatly interested them was the increased acreage in Durum over Minnesota and North Dakota this season. That they regard as gratifying in view of Duluth being the recognized Durum market, and the promise that Italian inquiry for it in this country will be on a larger scale this fall by reason of Italy's better economic position and the reported falling off in Durum wheat crop there this season. Sensing that situation, trading in Durum wheat was on an active scale on the Duluth Board of Trade during the last month. The pit pulp sheets show that considerable Durum has been already bought for September and October deliveries and from present indications, it is thought that the early movement from growers to the elevators will be heavy. Elevator men with country house connections over western Minnesota and North Dakota have, however, been reporting that farmers are generally inclined to hang on for the last cent, but that some early selling will be forced by bankers and commercial interests who are anxious to have their slow assets reduced to the greatest extent possible. Information of commission men here is, however, that the more conservative farmers over the Northwest will be satisfied to realize the present going basis of prices for their wheat and other grains in spite of the efforts of agitators of the La Follette type to keep the spirit of discontent stirred up.

"The Northwest is going to harvest the best crops of Spring wheat since 1918, in the opinion of W. W. Bradbury, Duluth representative of William Dalrymple, on his return from an inspection trip extending over the northern halves of Minnesota, North Dakota and Montana. Beyond a couple of dry areas in North Dakota, he found heavy Spring wheat and Durum yields to be assured. The crops were made at the time he looked them over so that failing a wet harvest, nothing could injure them. Country elevator men with whom Mr. Bradbury talked, expressed the opinion that the maintenance of present prices would lead to the early marketings of all grains and thus contribute to bringing about a better economic situation over the Northwest. They told him that radical sentiment is by no means as strong as it was, though they admitted that a proportion of the farmers' element are still ready to grasp at anything new propounded to them by agitators that they think might prove advantageous. The Duluth man was gratified over the changed situation over the farming districts of Montana where good crops are being harvested after four successive failures. He figured however, that a large proportion of this season's North Dakota corn crop is so backward that it is likely to be cut only for ensilage. He confirmed previous reports that the oats crop has fallen short this season to the extent of from 25 to 30 per cent.

W. D. Jones, manager of Hallet & Carey Company's Duluth offices, confirmed Mr. Bradbury's views after an inspection trip over sections of North Dakota. He took a run up to Winnipeg and from information he gathered he claimed that the crop yields over the three western Canada provinces would not be as light as had been painted in some quarters, by reason of considerable recuperation having come about after recent general rains over much of the territory. Operators on the Winnipeg market he found to be hopeful that the realizing of higher prices received by grain growers would in a great measure compensate them for the falling off in their crop yields so that their economic position should be fairly well balanced.

A flurry of excitement was caused on this market through recent announcement that a number of prominent Northwest elevator companies, including the Cargill, Globe and Capital companies with 12 houses at Duluth and Superior, had offered to sell them to the Farmers Co-operative Grain Dealers organization. That announcement made the other elevator interests here sit up and think for the moment, as none of them could estimate the possible effect of such a prospectively important deal upon the general marketing situation, or the extent to which present handling arrangements might be dislocated. Spokesmen for the elevators in the deal, however, contended that the suggested consolidation would not be harmful to the regular interests in the trade, and that it would enable growers to find out for themselves how much money there is in the elevator business and therefore help to allay future agitations. The other crowd, however, felt relieved when it was announced later that the committee of the co-operative organization had not taken any action upon the elevators' sale offer, and had intimated that they had no funds available to carry through such a proposal. Hearing that, an official of one of the Duluth

elevator companies in the deal said: "We made them a bona-fide offer and if they cannot see their way to take it up, it is their fault and not ours. We showed them that we were willing to allow them to give their co-operative movement a fair trial by placing elevator handling and storage facilities at their disposal."

Operators here are looking forward to merchandising of coarse grains upon this market being upon a larger scale this coming fall and winter than in several years back. R. M. White of the White Grain Company asserted that his house had thus far been receiving good opening inquiries from Eastern and Middle West dealers in coarse grains and that he looked forward to sales bulking up to a good aggregate. He criticized the action of certain Minneapolis operators in setting in to outbid Duluth in oats and rye without knowing how they were going to merchandise their holdings. He stressed the point that those operators had been compelled to ship the bulk of their holdings to Duluth later in order to forward them lake and rail to the East, and that they had got their fingers badly burned in the operations. Mr. White observed that the Minneapolis interests are not pursuing the same policy this season so far, according to all indications.

With the last Government crop report forecasting a yield for the new season over the Northwest of 28,400,000 bushels of flaxseed, representatives of Spencer, Kellogg & Sons and the American Linseed Company here are laying their plans to handle a record trade during the fall months. They are assuming that the domestic seed will go upon a market basis that will result in its displacing similar quantities of Argentine seed that have been usually marketed in this country, and they are planning to take care of rush of it down the lakes before the close of navigation. In view of improving conditions in Europe they figure that more Argentine seed of the new season's crop should be marketed over there, thus reducing competition from that quarter here. With light supplies in hand, crushers have been good bidders for spot and nearby seed on this market during the last several weeks, but they have so far been curtailing their operations in new crop futures. They claimed inability to size up the ultimate flaxseed market in view of the uncertain linseed oil trade conditions.

With boat space for Buffalo deliveries of wheat and rye now being offered at 1½ cents a bushel, a marked change is being shown in the lake shipping situation as compared with two years ago when the rate started in at 3½ cents and advanced to 5¼ cents. Thus far charterings of boat space have been light, but it has been noted that certain ordinarily heavy shippers are beginning to nibble on the theory that they could not go astray in tying up a fair amount of space for early deliveries at the present basis.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE last half of July witnessed the most active business in wheat, corn, kafir, oats, milo maize, and all coarse grains, which the market has had for several years. Prices of cash wheat reached a peak higher than any since war days, selling for as high as \$1.45 when the market was at its height the last of July. The market has been consistently high and prospects indicate that it will remain so. News of the Canadian situation and the general world shortage, along with the bumper crops of the Southwest, caused the new wheat to start selling immediately at prices no lower than those of the old wheat. Much Soft Winter wheat was winter killed in Indiana, Ohio, Missouri, and Tennessee, which, with the Canadian shortage of more than 200,000,000 bushels, provided a remarkable opportunity for the sale of the southwest crops, which show a marked increase in both acreage and yield over last year.

Wheat receipts in Kansas City exceeded all previously established records on July 28 when 1,872 cars were received here. The wheat came from all over the Southwest, with the bulk of it from Kansas and Oklahoma. The arrivals steadily pouring in indicate the readiness of the farmers to market their crops at the high prices.

Reports from Oklahoma show a record crop in that state. Dealers who have recently returned from trips through the Southwest report that everywhere conditions are prosperous and the heavily indebted farmers are looking forward to easier times as the harvest money pours in.

A return of their original subscription with a good rate of interest is virtually assured the interests which contributed to the seed wheat pool last September and made it possible for 600 farmers of drought-stricken western Kansas to plant their crops. E. J. Smiley, a director of the Central Seed Wheat

Association, is devoting his time to the marketing of the one-fifth interest which is the Association's share in the crops produced from this seed wheat.

Many of these 600 farmers who faced bankruptcy at this time last year are now preparing an early seed bed for next year's crop. The recent rains have put the ground in good condition for plowing, and farmers throughout Kansas are now out in the fields plowing, according to a representative of the Association who is now in the wheat sections.

The acceptance of the Dawes plan for the economic betterment of Europe is expected by the local dealers to improve markedly the purchasing power of Europe and to help maintain active business in the grain markets. This hope for greater prosperity in Europe is one of the factors which keeps prices on their present high basis.

Flour buyers are manifesting a reluctance to take hold under the present market conditions. Many of them seem loath to accept the present advances as permanent and prefer to wait for the market slump they anticipate.

Records for July show that the total receipts established a new high record for that month. A total of 14,615 cars came in during the month, containing about 19,750,000 bushels and worth more than \$20,000,000. This record exceeds by 400 cars the previously established record in 1921, and almost doubles the average July receipt of 7,552 cars.

Construction work is under way on a new mill being built by J. H. Staley of Carthage, Mo., in North Kansas City. The mill is being erected on a 600 by 106 foot tract of land lying between the J. C. Lysle mill and the plant of the Midland Milling Company. The structure will have four stories and a basement. A two-story warehouse and office will be located at one end of the mill building and an 87-foot elevator with a capacity of 35,000 bushels at the other. The mill will have a capacity of 500 barrels of cornmeal and 400 to 500 tons of poultry, dairy, and other stock foods a day, with facilities for grinding flour to be added later. The mill and equipment will cost \$125,000.

Management of the plant will be in the hands of Mr. Staley's two sons. The operators intend to develop the South and Southwest trade territories first.

The new mill under construction by the Ralston Purina Company in the East bottoms is nearing completion. This structure is being erected at a cost of \$750,000 and will be used for feed and by-products. In addition to the six-story mill, the building includes a three-story grinding plant, a baled hay storage building, two molasses tanks, and a two-story office building. The entire plant is expected to be placed in complete operation this fall.

The Southard Feed & Milling Company recently purchased the Kornfalfa Mill in the Blue Valley district. This mill had been closed down for several months, and the Southard company plans to put it in immediate operation, thus doubling its business capacity.

The annual August tour of the young men's department of the Chamber of Commerce through the wheat section of Kansas will start August 26. The tour includes 35 cities and towns in the wheat belt and gives the men an opportunity to study crop situations first hand.

The business of the Parker Corn Company will be liquidated immediately and operations by the firm suspended, according to a recent statement by C. H. Manning, one of the owners. This action is taken as the result of the death of J. F. Parker who owned the company with Mr. Manning. Mr. Parker was found dead in a bathtub at his home. He was fifty-seven years old and had lived in Kansas City for 25 years. He is survived by his widow and a daughter, Ruth.

Mr. Manning announced that the assets of the company exceed its liabilities and that Mr. Parker left securities and real estate holdings in addition to the grain property. Mr. Manning intends to abandon business activity for the time being and travel, according to his present plans.

George E. Marcy and W. B. Lincoln, the former president and the latter manager of the Armour Grain Company, have been suspended from the local exchange for a period of 60 days for misrepresentation of warehouse receipts. The charges of irregular practice was admitted by Mr. Lincoln before the directors of the Board of Trade, and the suspension resulted. Mr. Marcy was not present at the meeting.

The refusal of the Interstate Commerce Commission to grant a reduction in freight rates for western grain, grain products, and hay, caused much disappointment among those who were hoping for this reduction to help in the marketing of the heavy crops in this section. The campaign for reduction from the McAdoo horizontal increase plan was opened in 1921

and has been pushed by farm interests ever since. Nine states joined in asking for the change when the case went before the Commission the latter part of July.

NEW YORK

C. K. TRAFTON - CORRESPONDENT

FOLLOWING the completion of extensive negotiations which resulted in the formation of The Grain Marketing Company, the big merger of elevator and grain firms, it was announced on the N. Y. Produce Exchange early in August that the following members would act as representatives on the floor for the big new concern: Franklyn K. Chandler and Jacob Ostrowsky, formerly with the Armour Grain Company, and Edgerton Merrill, W. S. Dooner, and Charles W. Chilcotte, formerly with the Rosenbaum Grain Corporation.

Ansel S. Leo, an old member of the local flour and grain trade, has recently become representative in New York territory for the Arkansas City Milling Company, Arkansas City, Ark.

Harry G. Spear, who has long been popular in the New York flour trade chiefly as representative of the Midwest Flour Mills Company, has recently associated himself with the firm of Wade & Gardner, flour receivers, but this will not affect his representation of the Midwest Flour Mills Company as he will conduct that representation as formerly.

Charles Anhalt has been identified with the hay and grain trade in this market for 20 years, as manager of the hay department for the Buckwheat, Feed & Grain Corporation, but since the dissolution of this concern he has gone into business for his own account as a receiver of hay and grain.

A. E. Reynolds of Crabb-Reynolds-Taylor Company, the well known seed merchants of Crawfordsville, Ind., spent several hours late in July visiting his many friends in the local seed trade.

Watson S. Moore, head of the well known grain house of W. S. Moore Grain Company, was back on 'Change late in July, after a month's visit to his summer residence in Duluth. Mr. Moore was one of the most active vice-presidents of the U. S. Grain Corporation during the war, and is considered an expert, especially anent wheat, hence his opinion is highly esteemed. In his judgment the crop of wheat in the Canadian Northwest will be extremely short, possibly around 250,000,000 bushels, against 450,000,000 last year.

F. E. Hadley, head of the old concern of Raymond-Hadley Company, Inc., flour merchants and exporters, was back on 'Change after a month's absence. In speaking of the huge advance in grain prices, he said he looked for some re-action, because the advance had been so extremely rapid and far greater than generally expected. In his opinion consumption would be curtailed for the moment at least, as in many countries native foodstuffs would be consumed as long as possible before importations would be made freely. However, he believed that prices might ultimately go up again. In the meantime he looked for more exports of rye products, as the cost had been so low compared with wheat and corn products.

Fernand Leval, who jointly with L. Stern is U. S. manager of the big French export house of Louis Dreyfus & Co. of Paris, has resigned as associate member of the N. Y. Produce Exchange and has been elected to regular membership which course was probably made necessary by his promotion following the resignation of the former manager, Hans Simon.

R. S. Elliot & Co., well known brokers and receivers of seeds in this market, have moved from 15 Whitehall Street to larger and lighter quarters in the new building at 44 Whitehall Street.

It was announced on the N. Y. Produce Exchange that Charles W. Jewell had resigned as partner in the old house of W. W. Star & Co., receivers of flour and other grain products. Subsequently Mr. Jewell left for an extended trip in the West, during which he will call on millers and members of the flour trade.

Albert Ettlinger, for several years a prominent member of the local grain trade as representative of the Chesapeake Export Company and the Rosenbaum Corporation, but who left for Chicago a year or so ago, paid a brief visit recently to his many old friends on the Produce Exchange. At the time he left for the West it was stated that he was going to marry the daughter of a prominent official in the leading Chicago taxicab company. This doubtless accounted for the practical "joke" which some of his waggish

friends played on him. In short, the late "Taxicab rate war" was going on at the time and some of his friends could not resist the temptation to attach to his coat a card, bearing the legend—"Twenty Cents a Mile."

Members of the N. Y. Produce Exchange, and especially in the flour and grain trade, learned with much regret of the passing away of their associate, Harry Bresky, at the age of only 37 years. Mr. Bresky was head of the Seaboard Flour Company and his untimely death was ascribed to intestinal troubles.

McKinney & Wilson, long active grain brokers in the local market, announced that the firm has been dissolved by mutual consent, and the business will be continued by Bernard V. McKinney.

John W. Danforth, son of Joseph Danforth, member of the old grain receiving and distributing firm of Simpson, Hendee & Co., is an applicant for membership on the N. Y. Produce Exchange. Mr. Danforth has been connected with the old firm for about 18 months and in the future will act as one of their representatives on the Exchange floor.

The Board of Managers of the N. Y. Produce Exchange has elected the following applicants to membership: Robert Petyko, manager of the local office of Faroll Bros., well known commission merchants on the Chicago Board of Trade; and Gustave Neumond of the Neumond Export Corporation.

Max Stein of the K. & E. Neumond, Inc., exporters, is an applicant for membership in the N. Y. Produce Exchange.

James A. Patten, well known grain operator on the Chicago Board of Trade, was among the recent visitors on the N. Y. Produce Exchange.

It's certainly hot! In view of the recent hot weather in this vicinity a decidedly new departure was tried out on the floor of the N. Y. Produce Exchange. On one of the hottest days the Board of Managers announced a special ruling, permitting the members to discard their coats on the floor. Needless to say, many quickly availed themselves of the privilege. According to the oldest members this was the first time on record that such a privilege had been granted.

CINCINNATI

HARRY A. KENNY - CORRESPONDENT

A DECISION of importance to hay and grain dealers in this city was handed down in the United States District Court last month in the case of the Baltimore & Ohio against the Cincinnati Grain & Hay Company, by United States Judge Smith Hickenlooper, who, construing the provisions of the freight traffic in effect during 1921-22-23, held that the railroad companies were entitled to collect only \$3 per reconsignment of cars containing hay or grain within switching limits and not the regular \$7 reconsignment charge upon ordinary merchandise. Taking the local freight tariff No. H 3107-C effective August 4, 1921 as typical, the court holds the applicable rules are Nos. 15 to 20, as governing diversion and reconsignment of hay, straw, grain, etc., which considered with attached notes Nos. 1 and 2 leads to the following conclusions; That as to cars delivered to the railroad yard and reconsigned, the railroad would be entitled to collect \$3 a car upon such reconsignment under rule 15, but no more; that as to cars delivered to the plug track and subsequently forwarded to points within or beyond the switching limits of Cincinnati the provisions of note No. 2 apply to the exclusion of other tariffs; and that as to cars placed upon the plug track and there inspected and unloaded, rule 18 applies and no inspection or reconsignment charges can be collected.

"Jack" Dorsel of the Dorsel Grain Company, who is undergoing treatment at Asheville, N. C., in an effort to restore his health, informs his friends that he is improving nicely and expects soon to resume his trade duties.

Redmond Fitzgerald, a member of the Fitzgerald Bros. Company and a prominent member of the Cincinnati grain and hay trade, has disposed of his interest in the company to his brother Edward A. Fitzgerald, who, with Charles Haggerty, will continue the business under the old firm name. "Red," as he was familiarly known to his fellow tradesmen, has departed for the Pacific Coast, with his wife and son. Mr. Fitzgerald has two propositions offered him, one at San Diego and another at Los Angeles, Calif.

Members of the local grain and hay trade enjoyed an outing and chicken dinner at Cody's Farm, Erlanger, Ky., last month at which the coming conven-

tion of the Grain Dealers National Association, to be held here September 22-24, and methods for extending the business and prestige of the grain and hay exchange were freely discussed. John DeMolet, J. M. Dorsel and F. D. Edmonds were elected members of the Board of Governors for the ensuing year. Lew Hill, well known member of the Indianapolis grain trade, was a guest of Elmer Voss and Fred Scholl of the Scholl Grain Company at the outing.

William R. Quillan of the McQuillan Company displayed the first sample of new oats of the season on the floor of the Cincinnati Grain and Hay Exchange recently. The oats, which were forwarded by an Ohio shipper, showed stain and weathered condition but were of good weight.

William J. Stuve, a member of the grain and hay firm of Henry W. Brown Company, was given an informal reception by his fellow tradesmen upon his return to the local market following a honeymoon trip in the East.

ST. LOUIS

W. F. WALTER - CORRESPONDENT

THE past 30 days witnessed an abnormal rise in wheat prices, which reached its height at the end of July, when reaction set in on favorable growing weather and bearish foreign reports. The movement of new wheat from nearby Soft wheat territory was light for this season of the year, due to farmers working other crops and to the shortage of the wheat crops in Illinois and Missouri. An unusual feature was the receipts of Indiana wheat in this market. The demand from the local milling industries and from southeastern territory was not great enough to absorb the receipts and in consequence, local storage is fairly loaded to capacity. There was a good receipt of Hard wheat in this market of Kansas, Oklahoma and western mixed. There was a much better demand for Hard wheat than for Soft in export circles, although in the total sales could only be classified as fair.

Corn put up a very strong front during the past 30 days, prices climbing continually with the exception of one or two reactive breaks. Receipts were light, due principally to farmers working their oats and wheat fields. The demand was good for a period, principally from corn milling industries, but when prices were hovering around the peak, buyers became hesitant and a falling-off in purchases was noted. When prices began to ascend, elevator interests filled their bins and practically all available space is now occupied. Very little export trade was reported.

Millfeeds were sort of erratic during the period, opening and closing with prices at about par but taking a break immediately after the opening only to again advance following corn and wheat, and to continue with spells of strength and weakness. Flour sales being slow for this period of the year, not much feed was being offered for either prompt or deferred shipment by mills and, on the other hand, exceptionally green pastures and lack of consumptive demand, curtailed the interest in this commodity.

Hay receipts were very light during the past 30 days with a good demand existing for the better grades while inferior grades were hard to move. Prices remain about steady and receipts consisted principally of Timothy, Alfalfa and Clover Mixed.

Oats showed a steady decline throughout the period due to lack of demand. Receipts were low on old crop supplies, the new crop bringing an increase. The local trade took the best grades, with the balance being used on the outside order. In this manner, all receipts were disposed of with exception of slight stocks of accumulators in store.

Phillip Rothrock, Federal supervisor, announced that the charge for Federal appeals on bulk or sacked grain has been reduced from \$2 to \$1.50 by the Department of Agriculture.

Ralston Purina Company here are constructing a new six-story office building which will adjoin their milling property located at 8th and Gratiot, at a cost of \$600,000.

Kurtis R. Froedtert, of Froedtert Grain & Malting Company, applied for Exchange Membership, having purchased and surrendered certificate of G. A. Chapman.

In order to give millers and receivers located on its lines an opportunity to obtain Oklahoma wheat on equal terms with their competitors and to give shippers an additional market for their product, the Chicago & Alton Railroad Company has published proportional rates from Kansas City to Alton, E. St. Louis, and

intermediate points on all grain originating in Oklahoma. The C. & A. Railroad does not enjoy participation in through rates from Oklahoma and has taken this means to equalize the through rates.

* * *

H. E. Olendorf, who has been connected with the Chicago offices of the Arcady Farms Milling Company, recently arrived in St. Louis to take over his new duties as manager of the E. St. Louis plant of the company, succeeding George Keith, who has resigned.

* * *

An inventory of the estate of Louis Fusz, former president of the Regina Flour Mills Company of this city, shows a valuation of \$566,149. The larger part of his property consisted of bond and stock holdings in various lead and copper companies. His holdings of real estate amounted to \$40,000; stocks, \$278,722, and bonds worth \$246,350.

* * *

The first car of new Missouri Soft wheat to arrive in this market was received July 10, grading No. 1 Red, 61 pounds per bushel, with a moisture content of 12 per cent and sold for \$1.25. The car was received by Anderson Ketchum Grain Company from Reedy, Mo.

* * *

The Exchange flour inspection department reports 9,945 barrels inspected during July. Flour stocks on hand August 1, 1924, were 63,700 as against 57,400 a year ago and 74,900 barrels on July 1, 1924.

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The Exchange was closed Tuesday, August 5, on account of primary elections in the State of Missouri.

* * *

Charles A. Wall, a retired miller and mine owner of southern Illinois, died of pneumonia at the St. Johns Hospital on Monday, July 21, at the age of 56. Mr. Wall was born in DuQuoin, Ill., and owned mines in DuQuoin, Sparta, and Murphysboro, Ill., and only retired about three years ago from active participation in the mill under the old ownership, has been retained Company of Murphysboro, Ill., in which he was heavily interested, when he moved to St. Louis to make his home. He was also chairman of the Board of Directors of the Devoy & Kuhn Coal & Coke Company of St. Louis, which office he had retained to the end.

* * *

The Mixed Feed Supply Company of this city announces the acquisition of the plant formerly operated by the Missouri River Alfalfa Milling Company at Kansas City, Mo. This plant will continue to grind Alfalfa meal for the new owners and has a capacity of 1,000 tons per month as well as storage space for 1,000 tons of sacked goods. L. H. LaForge, who was in the mill under the old ownership, has been retained as superintendent.

* * *

The Flour Trade Association of St. Louis held its regular quarterly meeting on July 24 in the Committee Room of the Merchants Exchange. A report by the delegate chosen to represent the local association at the Convention of the National Federated Flour Clubs held recently at Buffalo was made and the matter of the new sales contract was also discussed.

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L. P. Cook, of Memphis, Tenn., is an applicant for Merchants Exchange membership, having surrendered certificate of H. Linton Reber.

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E. C. Dreyer, of Dreyer Commission Company, was elected mayor of the city of Clayton, a suburb of St. Louis, at an election held recently.

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The offices of the Northwestern Consolidated Milling Company in this city were burglarized Sunday night, July 12, and \$75 in cash was taken from a desk drawer. Efforts to open the safe failed.

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Embry E. Anderson, of Memphis, Tenn., is an applicant for membership in the Exchange upon surrender of certificate of John H. Herron.

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Carl Langenberg, of Langenberg Hay & Grain Company, returned recently from a vacation spent at Hot Springs, Va.

* * *

Roy J. Railsbach of the Railsbach Bros., Hopedale, Ill., is an applicant for Exchange membership upon transfer from G. J. Railsbach.

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Cracksmen recently broke open the safe in the offices of the Paule Feed Supply Company, here, obtaining \$601.40.

* * *

The new \$5,000,000 Inland Waterways Corporation, authorized by act of Congress is rapidly being effected. General T. Q. Ashburn heads the corporation as chairman and is directly responsible to the Secretary of War. Guy Bartley is secretary-treasurer; Theodore Brant, traffic manager of the Mississippi-Warrior Division at New Orleans and J. P. Higgins is to be operating manager, of the Mississippi Division. All three will be located at St. Louis, the headquarters of the corporation.

E. V. Pickley is to be operating manager of the Warrior Division, stationed at Mobile; C. E. Patton, superintendent of transportation, located at Memphis; S. S. Powell, division auditor at New Orleans; and Theodore Kuhner, disbursing officer at New Orleans. It is the old organization of the Mississippi-Warrior

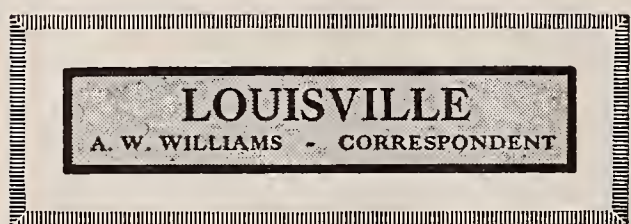
reduced from eight to four divisions with an operating manager for each. The Mississippi and Warrior Divisions have a traffic manager and an auditor and financial agent for the two divisions. The Advisory Board will consist of six men familiar with the Mississippi and Warrior Rivers, and is yet to be named.

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Harry H. Langenberg, of Langenberg Bros., Hay & Grain Company, recently left for Cape Cod, Mass., where he will spend the summer.

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The following were visitors in St. Louis and Merchants Exchange during the past month: Elmer E. Sagehorn, Concordia Mill & Elevator Company, Concordia, Mo.; J. L. Reidered, Slater Mill & Elevator Company, Slater, Mo.; J. A. Gray, Southern Mississippi representative for Valier & Spies Manufacturing Company, St. Louis; Elmer Koffman, Bay City Milling Company, Bay City, Mich.; O. C. Whitener, Fredericktown Milling Company, Fredericktown, Mo.; J. H. Leftwich, C. U. Snyder Company, Chicago, Ill.; W. Adams, Arkadelphia Milling Company, Arkadelphia, Ark.; F. I. Johnson, Peabody Milling Company, Peabody, Kan.; G. L. Payne, southeastern divisional manager for Valier & Spies Milling Company, Atlanta, Ga.; J. M. Cook, E. G. L. Milling Company, Helena, Ark.; Garnett Zorn, S. Zorn & Company, Louisville, Ky.; Ed. Terrell, Early & Daniels Company, Cincinnati, Ohio; Chas. Jones, C. D. Jones & Company, Nashville, Tenn.; Samuel Hastings, Hastings, Stout & Company, Cairo, Ill.; H. L. Halliday of Halliday Elevator Company, Cairo, Ill.; F. Gillette, Gillette Grain Company, Nashville, Tenn.; E. E. Anderson and L. P. Cook, both of Memphis, Tenn.; C. B. Stout, Dixie Portland Flour Company, Memphis, Tenn.; J. D. Evans, Rea Patterson Milling Company, Coffeyville, Kan.; George Sauer, Sauer Milling Company, Evansville, Ill.; J. W. McGowan, Paris Supply Company, Paris, Ill.; Leo. C. Hummel, Leavenworth Milling Company, Leavenworth, Kan.



THE month has brought some improvement in business to the storage elevators, due to movement of new wheat from the farms, and tendency of large millers to buy freely and early, in the belief that with a short wheat crop prices will be higher later on. The Ballard & Ballard Company has been buying a lot of wheat and filling up its private storage as well as taking a lot of space on public storage.

Wheat movement has been a little slow in getting started, but since the closing days of July, has been moving well. Present movement is largely from Indiana and Illinois, as Kentucky had hardly a half crop, and not over approximately 3,500,000 bushels.

Corn has suffered from bad weather at planting season, and will be late this year. In some years good new corn starts moving to market around October 1, and in other years in November. It may be late November or December this year before there will be much movement in this section, due to the very late start.

Prices are so high today on corn that movement is limited to small lots. One of the largest grain houses quotes the grain market at \$1.22½ for No. 2 White or Yellow corn, with Mixed at \$1.21½; and with No. 3 at 1½ cents under No. 2, and No. 4, at from two to four cents under No. 2. The oats market on old oats is 63 cents for No. 2, and 62 cents for No. 3 White; with no new oats on the market as yet, but probably worth around 54 cents for No. 2 and 53 cents for No. 3. Local buyers of wheat are offering \$1.36 and \$1.37 for No. 2, which is grading up nicely.

The hay situation is slow, as good grass is resulting in light demand. New hay is starting to come in, but in many instances has been raw and heating in cars, while other lots are a bit weedy. However, the crop should make fair hay, and the crop is large. New hay is worth around \$20 a ton for No. 1 and \$18 for No. 2. Old hay is quoted at \$24 for No. 1 Timothy and \$22.50 for No. 2. There doesn't appear to be any demand just now for Mixed hay or Clover. No. 1 Mixed is quoted at \$22.50 a ton.

* * *

The feed market is slow as a whole, although high grain will have a tendency to make a strong market later on when grass burns out. Sacked prices at Louisville show bran at \$30.50 a ton; mixed feed, \$31.50; middlings, \$32.50; cracked corn, \$47; and hominy feed, \$45. There is no demand or movement in cottonseed meal or products.

* * *

The Kentucky Public Elevator Company, Louisville, reported that demand for storage space had been improving rapidly, and that the company was rapidly filling up its elevator and workhouse space. A month ago the company had less grain on storage than at any time probably in years. Today it is

holding 300,000 bushels of wheat; 55,000 of corn, 4,000 of rye; and 26,000 of oats. From 30 to 50 cars of grain have been moving in daily during the heavy wheat moving period, but in and out movement on current sales to the small grain trade by handlers handling through the company, has been comparatively light.

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Leonard A. Hewett, of the Bingham Hewett Grain Company, Louisville, remarked that business appeared to be a little better than it had been, but with corn at present levels the country dealers were not buying much, and that sales as a whole were a trifle quiet, but with better feeling in the trade as a result of improved agricultural conditions.

* * *

The seed trade reports that seed wheat is starting to move for early delivery to wheat growers, along with rye, and winter turf oats will start shortly. In view of high prices of grains, indications are that there will be a large acreage planted to grain this fall. Seedsmen are asking \$2 a bushel for prime seed wheat, sacked, and from \$1.25 to \$1.35 for Rosen rye, with White rye about five cents less. No prices have been heard on turf oats.

* * *

The Ballard & Ballard Company recently reported that on July 30, its purchases of wheat for the day ran 200,000 bushels, and averaged \$1.38 per bushel, representing the first really good movement of the season. The company was unable to start operating its mills until fairly late in July, due to slow movement from the farms.

* * *

Myron J. Sheridan, who for some years has been in the flour business, at various times with the Washburn, Crosby Company, as salesman, J. H. Jones Company, and more lately with the Miller organization in South Louisville, has established a warehouse of his own at Brook and Eastern Parkway, on the Louisville & Nashville Railroad terminal, and is handling Spring and Winter flour, feed, oils, etc., specializing in supplies for bakers.

* * *

The Louisville office of the U. S. Department of Agriculture, in a recent crop estimate, figured corn in Kentucky to run 72,727,000 bushels this year as against 87,866,000 last year; wheat 3,984,000 as against 7,688,000; oats, 5,540,000 as against 4,725,000; rye, 168,000 as against 234,000; hay, 1,241,000 tons, as against 1,186,000 last year.

* * *

J. Fisher Leake, of the Bemis Bro. Bag Co., Louisville office, reported very fair demand for bags, but stated that the country millers were feeling the effects of short crops of wheat in their immediate vicinities this year, which would mean that they would have to bring in wheat from a distance at higher costs.

* * *

Louisville elevator and grain warehouse men are with the tobacco and seed interests, as well as all interests interested in the matter of taxation of raw agricultural products, to prevent the city classifying for taxation at a full valuation of \$2 a hundred dollars. For some years the tax rate on unmanufactured agricultural products has been 15 cents a hundred, but the Nelson Act of 1914, enables cities to charge to the full rates if desired. Such action would drive storage out of the city, as there are plenty of small towns that would be glad to get a 15 cent rate, but where fire insurance rates would be much higher than here. The real estate men are opposing the granting of a special classification carrying a 15 cent rate, as favored by the City Council.



UPON completing a recent inspection of the facilities of the port of Philadelphia for the quick dispatch of overseas commerce, directors of the Commercial Exchange were advised that the Philadelphia & Reading Railway had practically completed plans for the new grain elevator which it is to construct at Port Richmond. The site is now being cleared and, it is expected that actual construction work will begin this month.

Announcement concerning the new elevator, which will be equipped with the most modern appliances for handling grain, came from E. D. Hilleary, vice-president of the Philadelphia & Reading Railway in charge of freight traffic. It was pleasing news to the grain trade, whose members have been urging the company for a number of years to erect a new elevator at its Port Richmond terminal here. The new structure will be of approximately 2,500,000 bushels' capacity and its exterior will be similar to the elevator of the Pennsylvania Railroad at Girard Point.

Some time ago a committee representing the Commercial Exchange, accompanied by several railroad

representatives, inspected the principal elevators on the Atlantic Seaboard and Canada and the latest improvements noted in these elevators are to be incorporated in the new elevator here.

Prior to the announcement concerning the Reading's elevator, the directors and officers of the Exchange, together with a number of traffic men, visited the Girard Point Elevator and the Philadelphia Tidewater Terminal piers, where all flour exports are being handled. George F. Sproule, director of the Department of Wharves, Docks and Ferries and president of the Philadelphia Ocean Traffic Bureau, with which organization the Commercial Exchange is allied in the campaign to get more business for the port, acted as host on the inspection trip.

* * *

There were 22,636 barrels of flour, 395,838 bushels of wheat, and 60,046 bushels of oats exported via the Port of Philadelphia during the month of July, according to statistics of the Commercial Exchange. This is a decrease from the preceding month, as well as the corresponding month last year, but under new tariff arrangements which have just gone into effect it is expected that flour and grain exports will show a sharp increase during the balance of the year. Technicalities in the handling of grain and grain products in transit have been interfering with the free movement of these exports through Philadelphia, and conferences of interested parties have resulted in an adjustment satisfactory to both shippers and carriers. Receipts of flour and grain for the month were as follows:

Flour, 194,974 barrels; wheat, 527,480 bushels; corn, 42,581 bushels; oats, 172,883 bushels; rye, 3,672 bushels, and barley, 1,831 bushels.

* * *

Public warehouse stocks of flour and grain in Philadelphia on August 1, were reported as follows: Flour, 108,171 barrels; wheat, 794,015 bushels; corn, 32,827 bushels; oats, 44,114 bushels; rye, 125,329 bushels, and barley, 1,567 bushels.

* * *

A. J. Dando, operating head of the Girard Point Elevator, advises the trade that all wheat grading "Sample Grade" and wheat grading "Musty" will be handled by the elevator as the inspector directs and that hereafter it will not be necessary to file drying or other orders covering wheat of these grades.

* * *

B. Hoff Knight, manager of the Ocean Traffic Bureau, has been made a member of the committee composed of representatives of the various North Atlantic ports which will map out plans for opposing the efforts of the South Atlantic and Gulf ports to eliminate the existing ocean differentials which now favor the North Atlantic range. Mr. Knight is representing all the leading trade and commercial organizations of the city which have joined with those of Baltimore, New York and other North Atlantic ports to combat the latest move of the South Atlantic port to be placed on a parity with them insofar as ocean rates are concerned. The case is before the United States Shipping Board, which has just authorized a thorough investigation. The Commercial Exchange has been giving the matter considerable attention, frequent conferences having been held between Hubert J. Horan, president; C. Herbert Bell, chairman of the Transportation Committee, and John Mattheai, traffic manager, as well as others interested, and a vigorous fight is expected to be waged when the matter comes up for hearing.

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There were 241 carloads of grain unloaded at the Girard Point Elevator during the month of July, while 41 cars were handled at the Port Richmond Elevator of the Reading Company and 45 cars unloaded at the Twenty-ninth Street Elevator of the same company.

* * *

An explosion of dust in an elevator attached to the Quaker City Flour Mills, 3040-42 Market Street, this city, was responsible for a fire during the latter part of July. The blaze was confined inside a corrugated iron shaft and while there was much smoke the actual damage was comparatively small. There were approximately 150,000 bushels of grain stored in the plant at the time but only a small portion of this was damaged.

* * *

Recent visitors to the Commercial Exchange floor included E. Pennington, Cincinnati; M. H. Sutherland, Duluth; J. H. Ball and Edward Malnar, of Peoria, Ill.; J. W. Strickland, Jr., of Indianapolis; James Driebeck, New York; John Few, Denver, Colo.; J. H. Kirk, Kansas City; Walter Frain, Milwaukee; L. C. Newsome, of Pittsburgh, and a number of others from nearby places.

* * *

Cramp & Cramp, flour brokers, and H. U. Bean & Company, grain and feed dealers, are retiring from business. Both firms are members of the Commercial Exchange and have offices in the Bourse. The former is a comparatively new concern and is retiring because of business conditions, while the latter, an older organization, is giving up because of the ill health of H. U. Bean, head of the firm.

* * *

Walter T. Roach, chairman of the Philadelphia Committee on Uniform Grain Engagement Notes, has advised the Exchange that the Committee has again found it necessary to postpone the date the engagement notes will become effective until October 1, next. He

explained that the Committee found it impossible to continue negotiations with the committee representing the North Atlantic Export Grain Association, as many members of this Committee were absent from New York and would not return until September.

* * *

First lots of the new wheat crop arrived in late July consigned to William Brazier & Sons, from Kent County, Del. Six hundred bushels were graded No. 4, Red, Garlicky, while 1,000 bushels were graded No. 3, Red, Garlicky. Both lots were sold to the export elevators.

* * *

J. E. Allan, formerly with the laboratory and baking department of the Pillsbury Flour Mills, has been placed in charge of the Philadelphia office of J. H. Day Company, manufacturers of bakers' supplies. He will have charge of sales in eastern Pennsylvania, southern New Jersey, Delaware, Maryland and Virginia.

* * *

Charles I. Rini, of the Parker Commission Company, has recently returned to the city after spending a month's vacation camping and fishing in Canada.

* * *

The greatest harvest of buckwheat ever produced in the United States was predicted by M. H. Van Denberg, of Cumberland, Md., who was in the city recently conferring with Harvey C. Miller, president of the Keystone Elevator & Warehouse Company. He declares that plans are developing for a wider use of buckwheat.

* * *

The Reading Company, trading as the Philadelphia Harbor Transfer Company, has filed a libel in the United States District Court here against the British steamship *Manchester Shipper*. It is claimed that last January, while the *Manchester Shipper* was lying at Pier A of the Port Richmond piers, with the floating grain elevator *Commonwealth* alongside, that in moving the latter from one side of the vessel to the other in a gale, the elevator became unmanageable and sank with a cargo of grain in her hold. The latter was a total loss. The cost of raising the *Commonwealth* and other expenses incidental to the sinking of the elevator were considerable. Security for the release of the steamship was fixed at \$75,000.

* * *

D. W. Williams, traffic representative on the exchange floor of the Delaware, Lackawanna and Western Railroad, will spend his vacation this month in New England, while J. G. Vandergrift, traffic representative of the Philadelphia & Reading Railway, will go to Wildwood, N. J.

GRAIN NEWS FROM BOSTON

By L. C. BREED

North Atlantic Grain Company, Boston, has been incorporated with a capital stock of \$200,000. The incorporators are Max L. Sand and W. L. Tucker of Boston and G. Duthie-Strachan of Chestnut Hill.

* * *

Walter Edwin Smith, for many years with Park & Pollard Company, dealers in poultry and grains, Boston, died recently at his home in Brookline. He was a native of Chelsea, Mass., and is survived by his wife and sister. Mr. Smith was a member of the Masonic fraternity.

* * *

C. F. & G. W. Eddy, a firm which for the past 40 years has been engaged in grain and hay business in Boston, with offices in the Chamber of Commerce Building, has been succeeded by a new corporation. The new concern, under the style of C. F. & G. W. Eddy Company, has been incorporated with a capital stock of \$60,000, was organized by Clifford and Frank Eddy, and will carry on the domestic hay business that formerly was conducted by the old firm, in connection with its extensive grain export business. The offices in the Chamber of Commerce will be retained by the new company. Geo. W. Eddy, the senior partner in the old company, has retired from business. He has for many years been prominent in the affairs of the Chamber of Commerce, having served as a director and also as chairman of the Grain Board.

* * *

Joseph Breck & Sons Corporation, is about to remove from its old home on North Market Street, to 83-85 State Street. The company has leased for a long term of years, the entire five story building. The Breck concern has been established for nearly 100 years and is one of the largest seed houses in New England.

* * *

At the recent annual meeting of the New England Harness Dealers Association, one of the speakers told the members that the day of the horse is coming back. He claimed that breeding on the farms has shown a new impetus in the last two years.

* * *

The Massachusetts Grain Dealers Association is the official name of a new business organization which has been formed by 25 of the leading grain dealers of the state. The initial step in this enterprise were taken at the recent large gathering of farmers and the various supply dealers at Amherst during "Farm and Home Week." Sumner Crosby of Boston acted as temporary chairman, and J. A. Stur-

gis of Easthampton, was chosen to act as secretary. The organization will be completed in September, when a meeting for this purpose will be held at Boston. The new organization, it is stated, will start at once on a campaign to induce as many as possible of the 400 odd grain dealers of the state to enter the Association. The so-named co-operative grain buying organizations which have been formed in various sections of New England during the past few years, have made serious inroads in the business of many local grain and feed dealers. A prominent grain dealer stated that the new organization will attempt to get grain dealers to extend their cash and carry plan of sale by putting the financial benefit of such a method before the farmers in an effort to induce them to patronize the dealers. The co-operatives' policy have forced many grain dealers to take only the small orders of communities. The farmers who bought in large lots have been able as they supposed to secure feed cheaper as members of a co-operative group. They seem to have failed to recognize the general service performed by the grain stores in their respective localities. Among those present were C. M. Cox of Boston, Dean K. Webster of Lawrence and Milton Cushing of Fitchburg.

* * *

Another organization was also brought into existence during "Farmers' Week." After two years of preliminary planning, the Massachusetts Association of Certified Poultry Breeders was temporarily formed. As soon as poultry men make applications in sufficient numbers and become members, a permanent association will be formed.

* * *

Stimulated by the advance in grain, mill feeds have ruled strong and higher. There is an excellent demand, mostly in deferred shipments. The consumers in New England have been buying only in limited quantities until recently, when on account of the prolonged dry spell a larger and more general demand set in. In hay, conditions are ruling normal for the season and prices are steady. The receipts of hay at Boston during July were 353 cars.

* * *

Among the visitors at the Chamber during the month of July outside of New England were the following: Peter Dowling, Chicago, Ill.; W. A. Stearns, Berkeley, Calif.; H. D. Hughes, Lincoln, Neb.; R. Kaliske, Sioux City, Iowa; Theodore Herbert, McPherson, Kan.; C. A. Heibert, McPherson, Kan.; Nathan Gittleson, Baltimore, Md.; L. B. Chapman, Great Bend, Kan.; J. B. Craig, Winnipeg, Canada; L. J. Thompson, Cincinnati, Ohio; J. W. Strickland, Battle Creek, Mich.; Henry Patten, Chicago, Ill.; Alan W. Howe, Toronto, Canada; R. F. Neolac, Minneapolis, Minn.; C. F. Keiser, Waverly, N. Y.; Scott Woodworth, Minneapolis, Minn.; Walter Stranger, Duluth, Minn.; J. W. Ponder, Sarasota, Fla.; C. Lewis, Buffalo, N. Y.; W. Roy Gordon, Hillsboro, N. Y.

* * *

Receipts of grain at Boston for the month of July were as follows: Wheat, 1,250 bushels; corn, 1,900 bushels; oats, 141,130 bushels; barley, 770 bushels; malt, 21,700 bushels; mill feed, 154 tons; corn meal, 262 barrels; oatmeal, 384 cases.

GETTING AFTER THE BARBERRY

Recognizing that the "All for one and one for all" slogan of "Three Musketeers" is good doctrine for the grain trade, the Wisconsin Grain & Warehouse Commission, which operates a weighing and inspection service at Superior, Wis., has arranged with the Conference for the Prevention of Grain Rust to assist in the distribution of 50,000 samples of the common barberry bush in the Spring wheat territory.

Evidence has been accumulating that the common barberry is an important factor in the spread of black stem rust and the Wisconsin Commission believes that inability to recognize the bush is the greatest obstacle to immediate and thorough eradication of this destructive shrub. The samples now being distributed will enable anybody to identify the harmful barberry. Specimens mounted on cardboard and enclosed in a small envelope with a celluloid face may be obtained by writing to the Wisconsin Grain & Warehouse Commission at Superior or the Conference for the Prevention of Grain Rust, 510 McKnight Building, Minneapolis.

Editor American Grain Trade:—Having been transferred from Fairfield, Mont., to this place by the Montana Elevator Company, you will please forward the AMERICAN GRAIN TRADE here. Otto Wagnild takes my old position, he in turn having been transferred from Agawam, Mont. James B. Barnes, a new man at the business, takes his place at Agawam. A. J. SCHWAB, Clydepark, Mont.

COMMUNICATED

GIVE THE FARMERS WHAT IS DUE

Editor American Grain Trade:—I was at the meeting of the Ohio Grain Dealers at Lima on June 19, and took an interest in what was said at the time, especially some of the comments regarding the farmers and the relations between the grain dealer and the farmer.

I think it is most desirable that the farmers hold their grain and condition it on the farm, and that the elevator managers should make a difference in price when buying inferior grain. The farmer that raises better grain should receive the benefit. Grain in good condition and good grain makes it more satisfactory to all concerned.—S. M. RATCLIFFE, BUFFALO, N. Y.

NOW WE CAN GET AHEAD

Editor American Grain Trade:—Since the late "unpleasantness" I have watched with a great deal of interest the ups and downs of the wheat and corn markets; and if there ever was a time when we needed a Teddy Roosevelt to do something it was then; with a bleeding world needing and crying for food, the American farmer has had to supply it at less than the cost of raising the food.

During the war the Government made a price at which the farmer had to sell; and after the war and when the farmer was taking a loss, and banks in the wheat growing sections were going down like blocks standing in a row, the farmer was "between the devil and the deep blue sea."

Now the farmer is about to come into his own; the writer is not a prophet nor the son of a prophet, but has handled grain to a limited degree from the cradle to the grave and, if signs mean anything, wheat will go to Two Dollars 50/100 (\$2.50) per bushel before the geese fly south and corn will reach the same figures.

What other product raised or produced in this country is so important to the great United States and the world; what other commodity has so been maligned as these products and mismanagement in the handling of the same? What other class of citizens is so important to the welfare of a nation; what other class of citizens so maligned?

The wide world is calling for our money, our food, our boys; are we going to say that we can supply them all; but that the food is the least important and that we don't care a fig what our farmers are getting for their grain, or a fig what becomes of the farmer, just so that the bankers can ride in imported autos and live on the toil of the honest farmer?

Yours for the good of the cause, E. R. ULRICH.

FORTY-FOUR YEARS WITH ONE
ELEVATOR

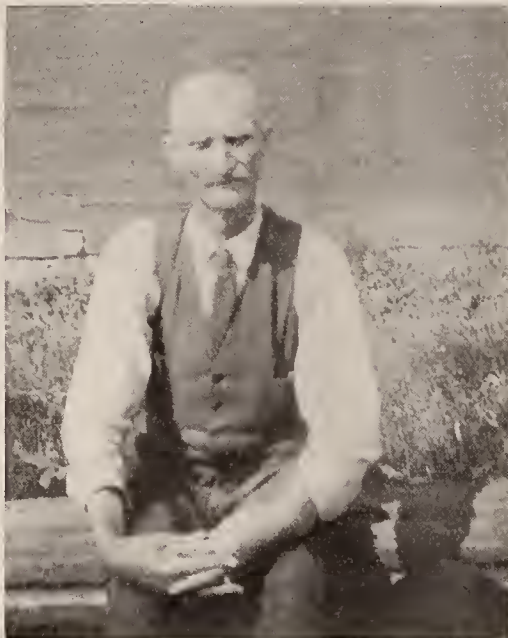
Editor American Grain Trade:—There has been an elapse of 44 years since Walter V. Roth got a job as office boy in the William Burnside Elevator at Audubon, Iowa, and he has been connected with it in one capacity or another ever since that time. For the past 22 years he has been manager.

Mr. Roth came to Audubon in 1879 from Carroll County, Iowa, where he was born and the following spring, at the age of 11, he began work in the Burnside Elevator. Besides his duties in the elevator, he also did the chores at the Burnside home, took the children for their daily ride and helped Mrs. Burnside with the weekly wash. He started with a wage of three dollars a week.

During the 22 years that he has been manager, Roth has shipped out more than 4,000 carloads of grain, including corn, oats, barley, wheat, rye and flax. Of late years the shipments have been confined to corn, oats and barley, practically all the wheat going to the local flour mill and rye and flax not being grown in the county now. He has

paid as high as \$1.05 per bushel for oats and \$2.25 per bushel for corn. All grain shipments are made to Chicago, Peoria and Omaha.

He has held his position all these years in spite of several changes in ownership, which testifies to his ability and integrity. The business is now owned by A. J. Leake of Exira, Iowa, and is known as the Leake Grain & Coal Company, all grades of



WALTER V. ROTH

hard and soft coal being handled in addition to grain.

What makes his record of continuous service the more remarkable is the fact that in all these years he has had only three days of vacation. Think of managing a business for nearly a quarter of a century and taking only three days off



BURNSIDE ELEVATOR, AUDUBON, IOWA

in all that time! And during all these years he has lost but three weeks on account of illness.

His years of faithful service have not made him rich, but he has acquired a nice comfortable home, given his five children a good education and has laid by a snug sum for the day when he shall retire from active business life—which will not be for some time yet if his present good health continues.—WILL C. MUILENBURG.

SCALES IN BAGGING

Editor American Grain Trade:—In public grain elevators in which the grain is bagged out for the trade and with merchants bagging out grain in large quantities the automatic scale-bagger is an economical investment when intelligently used and operated.

By intelligently used and operated is meant—so set up as to be perfectly level and that the feed of grain to scale hopper may be so controlled as to not be too direct; so placed as to be convenient under the conditions; operated by an expert with that type of scale.

Unfortunately for the scale users and manufacturers the salesmen for such scales appear to be-

lieve it good salesmanship to assure purchasers that an automatic scale-bagger does not require an expert operator. That is why so many of these machines are found discarded in favor of the old platform types and why those who have been so misinformed and have discarded automatics are sure to advise others against them.

The writer has operated automatic scale-baggers for years, has trained many others in their operation, and is convinced that the automatic scale-bagger may not be successfully operated by the untrained any more than the automobile.

Where the scale-bagger is employed only for one variety and grade of grain, feed, fertilizer or other material and always from the same angle of feed—as in some fertilizer or feed mills—it will require very little adjustment after it is once adjusted to its work, outside of that made necessary by slight variations in moisture content or in weight per bulk of the material weighed.

Where the scale-bagger is employed, as in the public local grain elevator, where it may be moved every half-hour, more or less, and likely to be as frequently altered to the many different varieties and grades of grain from, perhaps, six or eight different angles, necessary adjustments are so frequent that the constant presence of the expert operator is essential if time is of any value and if neither the elevator nor patrons are to go short on grain.

The writer had charge of a group of automatics, in a local elevator bagging out grain on orders of the various merchants, for the several months required to train an entire new force of operators well enough to do the work under close supervision. As he was also charged with receiving, passing upon, checking and filing all orders, was responsible for all deliveries and for a daily report on same, he had no time to loaf in the busy hours of the day and, at such times, was frequently forced to hold up a delivery some minutes as he could not manage to be in eight or nine places at one and the same time. Yet with half the force with expert operators he could have done more work and had it soft even in busy hours.

But, with the untrained and half trained force, it would have been impossible to keep things moving properly if the writer had not been thoroughly conversant with every peculiarity of each of the machines in his charge.

Each automatic scale-bagger will show individual peculiarities in answering to adjustments for various kinds of grain and no two can be made to answer in uniform manner to any uniform set of adjustments after having been used for some time any more than motor vehicles—and the man in charge of a fleet will know what that means.

It would appear that where hundreds—perhaps thousands—of dollars worth of grain must pass over a scale every day the risk should be worth the small extra pay of the expert operator and, it seems probable, that within a few years it will be required that all public scale operators be licensed for the protection of the purchasing public.

The good business man who employs such help and who has had the pleasure (?) of trying out inexperienced operators will agree that this might not be so undesirable as it looks.

A point for the automatic is that the expert operator can keep it in very good condition if kept supplied with the few parts taking the wear.—E. A. WENDT.

SISAL CORPORATION SUED AS
MONOPOLY

At the direction of Attorney-General Stone, a bill in equity has been filed, charging several New York banks, corporations and individuals with having a monopoly in sisal, and asking that an injunction be granted in the United States courts restraining the defendants from engaging in the monopoly, which is alleged to be a conspiracy in restraint of trade. In addition to the general charge of conspiracy, the bill alleges that the parties named are engaging in contracts "in restraint of trade and commerce, and are monopoliz-

ing and attempting to monopolize such trade and commerce in violation of the anti-trust laws of the United States, particularly the Sherman Act and the Wilson Tariff Act; that, as a result of such combination the defendants have acquired a complete monopoly in the sale of sisal in the United States, and have absolute control over the price of such commodity."

It is charged that the profits of the Sisal Sales Corporation during 1922 and 1923 amounted to more than \$1,800,000 upon an investment represented by corporate stock of \$1,500. The com-

plaint also alleges that in 1924 the company "raised the price of sisal in the United States to 7½ cents a pound, and is now executing contracts with manufacturers for sale of sisal at such a price."

M. J. Smith, vice-president of the Sisal Sales Corporation, emphatically denied that the company or his associates had at any time created a monopoly in the marketing and sales of sisal, or that any illegal practice had been participated in. He stated that maintenance of fair and reasonable prices was the very basis of the entire agreement entered into by the accused parties.

Elevator at Baltimore. These are the only two elevators known to be equipped with a high pressure pneumatic cleaning system.

The Bureau of Chemistry, of the U. S. Department of Agriculture, in its dust explosion prevention work, is desirous of seeing pneumatic cleaning come into more general use in all industries having a dust explosion hazard. Because of the hazard brought about by the cloud of dust produced in sweeping with brooms, a study has been made of the problems of pneumatic cleaning for the purpose of making such a system more adaptable to those

Improved Nozzle For Cleaners

The Difficulties Encountered in Taking Up Dirt by Pneumatic Cleaners Successfully Met by New Device

By J. O. REED

DURING the last few years general interest in pneumatic or industrial vacuum cleaning has increased because of its apparent advantages in cleaning industrial plants which are subject to the hazard of dust explosions. As a consequence, engineers have been endeavoring to provide adequate and efficient operating equipment to meet the requirements of various industrial plants. The most significant development in this connection is the recent adaptation of a pneumatic cleaning system to the grain handling industry in the Chicago & Northwestern Elevator at Chicago.

One of the main difficulties in adapting a pneumatic cleaning system to the cleaning needs of grain elevators has been in securing a suitable nozzle or fixture to gather the dust from the floor by suction. In a grain elevator all the extreme conditions in cleaning are met; heavy deposits, ranging from grain spills to damp dust adhering to the floor, must be handled by the system. In meeting such extreme conditions, the plain nozzle of the type commonly used in household vacuum cleaning systems is unsatisfactory. When used on a concrete floor it is slow and requires much attention from the workmen, owing to the fact that it must be held at a certain angle for each direc-

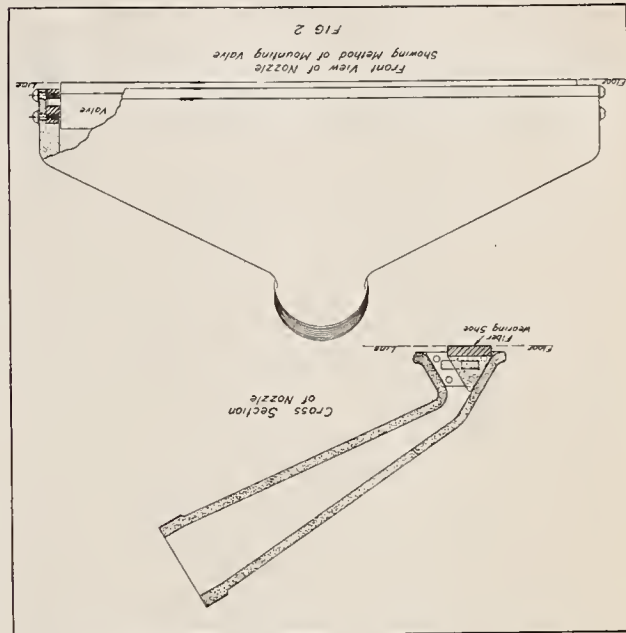
tion from the workmen, and which would rapidly gather up everything, from grain and strings to pieces of concrete, and even dust which had adhered to floor because of dampness. To meet these conditions a nozzle has been recently designed and patented by the writer, and the patent assigned to the Department of Agriculture for the use of the public.

The improved nozzle (Figure 1) consists of an aluminum casing in which a swinging or sliding valve is placed. This valve supports the entire nozzle a fraction of an inch from the floor and swings from one side of the casing to the other as the nozzle is pushed back and forth over the floor. This swinging or sliding action is produced by the dragging on the floor of a replaceable wearing shoe on the base of the valve. The air which enters the nozzle is controlled by the movement of this valve, so that it enters only that side of the casing which is being drawn over the dirt to be removed. The air flows through the nozzle in a direction opposite to that in which the nozzle is being drawn over the floor. The valve, in supporting the casing a fraction of an inch from the floor, makes possible the flow of air through the nozzle in the form of a narrow band along the floor, a very desirable feature. This valve also serves the useful purpose of acting as a sweeping member which handles and finally brings the heavier particles on the floor in such a position that they will be gathered up by the high velocity air currents at that point. It has the additional advantage of loosening wet and oily material adhering to the floor so that air currents can act on them.

Several experimental models of this improved nozzle have been constructed and tested by engineers of the Bureau of Chemistry. Preliminary tests showed that they operated satisfactorily and indicated that they would fulfill the requirements of a suitable nozzle. The valve made it possible for the nozzle to gather up all kinds of material on a concrete floor. One interesting fact brought out in the tests was that the nozzle made as thorough a cleaning when handled rapidly and carelessly as it did when operated with extreme care. Even wet material could be gathered up from the floor by the action of the valve.

Figure II shows the nozzle which has been developed from the tests conducted. The valve slides from side to side in a groove at each end of the nozzle. This groove is provided by placing a slotted piece of steel at each end of the casing and fastening it by means of screws. In mounting the valve in this manner it has been possible to maintain a uniform area for the passage of the air from the face of the nozzle to the extended section leading to the pipe connection. By keeping this uniform area, eddy currents and dead air spaces within the nozzle have been eliminated and friction losses have been diminished. The size, weight, and cost also have been reduced.

The officials of the Armour Grain Company contemplate having several of these nozzles constructed for use with the pneumatic cleaning system in the Chicago & Northwestern Elevator at Chicago. A nozzle of the same type has been designed for the pneumatic cleaning system now being installed in the new Baltimore and Ohio



industries. Such information and data as have been obtained in these studies and from preliminary experiments will be gladly furnished by the Bureau of Chemistry upon request.

WHO SAYS WE DON'T EXPORT CORN?

The total exports of meats and meat products from the United States during the 12 months ending June, 1924, amounted to 1,004,864,644 pounds, an increase of 85,833,675 pounds, or more than 9 per cent, over the same period ending June, 1923. Increased exports of hams and shoulders, bacon, and fresh pork are largely responsible for the gain in the volume of total meat exports. However, the export value of these commodities during 1924 was \$4,778,600 less than the value of the exports of meats and meat products during the corresponding 1923 period. The average export value of meat products for the 12 months ending June, 1924, was approximately 13.78 cents per pound, as compared with 15.59 cents per pound for the same period ending June, 1923.

Domestic exports of animal fats and oils for the year ending June, 1924, amounted to 1,289,129,757 pounds, representing an increase of about 6 per cent over those of the 12 months ending June, 1923. The average export value of animal oils and fats also increased from 11.87 cents per pound for the 12-month period ending June, 1923, to 12.26 cents per pound for the corresponding period ending June, 1924. Lard exports for the year ending June, 1924, were 62,256,683 pounds greater than those of the same period last year, while the average value of the lard exported during the above-mentioned periods was 12.71 cents per pound this year, as compared with 12.23 cents per pound last year.

Exports of both meats and animal fats and oils during June declined from those of the preceding month, as might be expected during this season of the year. The June, 1924, exports of these commodities, as in the case of the two preceding months this year, have fallen below the exports of the same month last year.

Editor American Grain Trade:—The Montelius Grain Company went out of business August 1. B. W. Cunningham now runs the plant. J. K. MONTELIUS, Piper City, Ill.

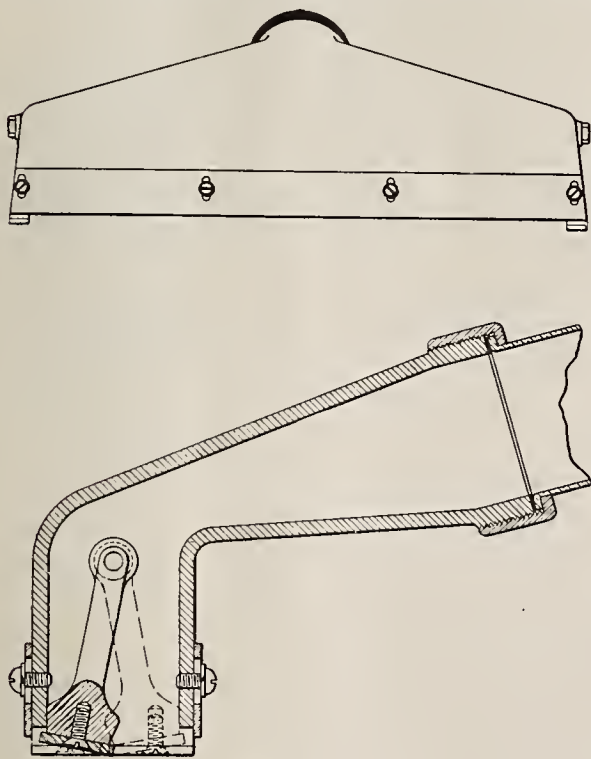


FIG. 1

tion of its operation over the floor. The main objection to this type, however, is that it does not clean completely if operated rapidly on a concrete floor heavily covered with dust and grain. For the lack of a more suitable nozzle this plain type of nozzle was furnished with the installation at the Chicago & Northwestern Elevator.

The pneumatic cleaning equipment at this elevator had not been in operation very long before it became apparent that a nozzle of a different type was necessary. Many ideas were advanced and several were tried with little success. The equipment needed a nozzle which would operate rapidly on a concrete floor, with no particular attention

"JIM DUNN"

By HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "Some fellers are allus a'figgerin' on makin' a change. That is, they are allus a'thinkin' an' talkin' about it, but they don't never seem t' get t' it.

"Now there's Len Ritter, that's ben a'runnin' a elevator ever since I can remember, an' it seems t' me th' first time I ever see him he says t' me, he says: 'I don't know jest what I'm a'goin' t' do, but I'm a'goin' t' make some kind o' a change this year.' Well, he's been a'tryin' t' make that change ever since, stead o' concentratin' on his bizness an' makin' it pay better, an' all th' time he's jest barely been makin' a livin'.

"Th' other day, I dropped in t' see Len, an' his ol' elevator looked like she was ready t' roll over on th' tracks. We wasn't a'talkin' two minnits 'till he says t' me, he says: 'Dunn! I'm not jest certain what I'm a'goin' t' do, but I'm a'goin' t' make a change this year, sure.'

"I studied him for 'bout a minnit, an' then I says t' him, I says: 'Len! in a few weeks th' new wheat'll be a'rollin' in, an' you'll be a'workin' away same's ever an' hopin' this is goin' t' be th' big year you've been a'lookin' for ever since Joe Leiter tried t' crowd th' wheat in a corner.'"

Little Tips From "Jim Dunn"

If th' first cars grade "tough an' slightly warm," don't be a'blamin' th' terminal inspector. Get out an' tell your farmers that ever'thing is supposed t' be dry, nowadays.

Don't pattern after th' Democratic convenshun an' be afraid t' put a few new planks in your scale platform. Date Brown's ol' mare may put her foot through it again.

If your compet'ter wants t' fill his house up with new wheat, let him do it. You can buy yours right while he's a'layin' awake nights tryin' t' pray for cars.

Beats all how a farmer'll swear by th' thresher's weights when his wheat's at th' elevator, an' by th' elevator weights when he's a'settlin' with th' thresher.

Two heads are better'n one if ya want t' have a big wheat crop.

Th' only time a trade paper does ya enny harm is when ya're not gettin' it an' th' other feller is.

If this corn crop fails, it's a'goin' t' be a real calamaty—for th' bootleggers.

Nobuddy cares if it ain't goin' t' rain no more. Jest so it don't rain no rain.

If it takes a car o' wheat ten days t' get t' destinashun, an' grade "hot," how long'll it take th' shipper t' follow it up—an' get hot, too?

WHEAT GROWERS HOPEFUL

It is possible that American wheat growers will get from \$100,000,000 to \$200,000,000 more for their wheat this year than last, assuming that they sell something over 500,000,000 bushels, says the United States Department of Agriculture in its monthly agricultural review issued August 1. This is considerably less than the \$1,000,000,000 increase estimated in some quarters, but bespeaks an increased ability to pay off debts and a general improvement in financial conditions in the wheat country.

On the other hand, the corn situation is by no means good. Stands are extremely spotted, many fields are full of weeds, and much of the crop is so far behind that it will need something approaching a frostless fall to mature. Corn is a feed crop and high prices add mainly to the cost of livestock production.

The main significance of the corn situation lies in its effect on livestock production and prices during the coming year. Expensive corn this fall will presumably prolong the liquidation of breeding stock now in process. Unless history is a faithless guide, hogs and high-grade cattle will be good property before this time in 1925, it is suggested.

All in all, the review says, this season promises to give agriculture some increased economic leverage. The index of purchasing power of farm prod-

ucts is slowly rising, moving up to 79 in June (relative to the year 1913 taken as 100) or 10 per cent higher than any other June in four years.

**NEW LABORATORIES BEING
INSTALLED**

The Kansas Wheat Growers Association at Leavenworth, Kan. is going to install a new 50-unit laboratory which will be capable of turning out 1,000 tests daily. It will adjoin the elevator there which the organization recently secured from the receivers of the Moore-Lawless Grain Company. M. L. Sudsberry, who was formerly head of the Kansas State Grain Inspection Department laboratory at Kansas City, will be in charge of the laboratory.

Another contract has been given to the Kansas City Laboratory Supply Company recently for a 12-unit protein laboratory for the Dodge City, Kan. Board of Trade. The facilities which will be ready during the present month will be available for the use of the local trade and other nearby interests.

**NUMBER OF GRAINS OF WHEAT
IN A BUSHEL**

The actual difference in bushel yield between 54 and 60-pound wheat is 100 per cent. An interesting experiment tried some few years ago in Kansas City demonstrated this fact. Fifty samples of 56-pound wheat were taken from the samples offered, and one ounce of wheat was taken from each sample, these 50 in turn being thoroughly mixed. One ounce of the mixture was weighed out and found to contain a specified number of grains, on the basis of which figure a bushel would contain 1,100,000 grains.

By following a similar process with 60-pound wheat, it was shown that this would contain 670,000 to the bushel, or a difference of 70 per cent.

Several members of the Kansas trade have commented on these differences when considering the prospects for the present season. The opinion prevails in certain quarters that the present crop has been under-estimated and that it may exceed the Government estimate by as much as 30,000,000 bushels, giving a total of 160,000,000 bushels.

THE CAUSE OF FIRES

By G. E. WILSON*

The Office Stove. This is another of the common causes of fire that is running a close race with the internal combustion engine hazard, having 11 fires to its credit in 1922 or a total of 89 fires for the 13 year period with an aggregate loss of \$234,921. All stoves should have proper clearance from wood or combustible material with large metal floor protection underneath. Stove pipes should be of heavy metal well wired in place with at least 18 inch clearance from woodwork and stove must be kept in good repair. Assured should be cautioned never to leave a hot fire at night or when absent from office in the daytime. One of the chief causes of fire from office stove where soft coal is burned is putting in a supply of fresh coal, then closing the stove up tight before the gas is burned off sufficiently to prevent explosion. When explosion occurs the stove door is blown open and the hot coal thrown out onto floor. If there is no one in office, fire generally follows. Such things as these should be discussed with the assured and the importance of proper protection of office stove and careful handling of fire brought to their attention. The proper construction of flue or chimney is equally important and should be given careful consideration by the inspector.

Smoking. To this cause are attributed 39 fires and a total loss of \$176,330, and it is probably responsible for a larger per cent of fires where cause is unknown. Fires from this cause are in a large measure preventable so far as the prohibition of smoking on the premises is within control of the assured and he should be advised of his per-

*Continued from July 15 GRAIN TRADE, from a recent address before the Mill and Elevator Field Men's Association, Chicago, April 1, 1924.

sonal responsibility and made familiar with our rules, namely that smoking anywhere on the premises of a mill or elevator should be absolutely prohibited. He should also be informed that the home office of the company you represent or the M. F. P. B. will be glad to furnish him with a supply of "No Smoking" signs to post in conspicuous locations throughout his plant.

Summary. There are, of course, several other common causes of fire that should have your attention such as foreign substance in machinery to which most attrition mill fires are due. Dust explosion, with its attendant fire hazard and menace to life, should receive the inspectors' careful consideration and the means of prevention be brought to the attention of the assured at every opportunity, as there are still many who do not realize the seriousness of the hazard introduced by allowing dust to accumulate on machines, walls, beams, etc., and the lack of an efficient dust collecting system.

Friction of Belt or Rope on Wood has been the cause of 13 fires and a total loss of \$144,588. Careful examination of belt and rope drives should be made at the time of every inspection. The careless handling of matches is credited with being the cause of 22 fires and an aggregate loss of \$101,139. Talk this matter over with the property owner or manager and call attention to the necessity of using safety matches and the keeping of all matches in metal safes or boxes, also recommend that all employees be requested not to bring matches on the premises. Exhaust pipe hazard is charged with 32 fires, this of course is really a part of the Internal Combustion Engine Hazard and should be discussed with the assured in connection with defects applying to this class of power.

Now, I have specifically mentioned 20 of the most common causes of fire but I want you to remember there are 44 other causes listed by the Mutual Fire Prevention Bureau, familiarize yourself with these, they will help you to note defects and will make good ammunition when asking that such defects be corrected.

In closing permit me to say (and I speak from personal experience) that the fieldman who is expected to make a general inspection must guard against the tendency to become a specialist. We are all apt to give our best attention to the thing that we are most familiar with and to dwell on some particular subject to the exclusion of others just as important. It is a good thing for the inspector to know everything about some one subject, but he should also know something about everything that requires his attention when making an inspection.

I do not want to convey the idea that we have no use for specialists. There are complicated and important installations of electrical equipments, sprinkler equipments and other engineering problems that the inspector without special training along such lines is not competent to pass on, in such a case an inspection should be made by a trained engineer or specialist in order that our companies may know that the installation is made in such a manner as to eliminate as far as possible all known fire hazards and at the same time give satisfactory results from its operation.

You may think it strange that I have not included 1923 losses in this report; my reason for not doing so is that statistics for last year are not yet fully compiled. I might have obtained a fairly complete record of 1923 losses from the Bureau bulletins but lack of time has prevented my doing this. I did however make a hurried examination of the bulletins covering the 14-month period January 1, 1923, to March 1, 1924, for the purpose of checking up fires from Internal Combustion Engine hazard and office stove and find 19 fires chargeable to engine and seven to exhaust pipe, a total of 26 which may properly be charged to the engine hazard. The stove is credited with 18 fires and defective pipe and chimney with 8, making 26 fires in all due to the stove hazard, so you can see these two causes are still running a close race and the reduction of losses from these causes should receive your careful attention, but don't specialize on these to the exclusion of others just as important.

DUST EXPLOSIONS IN GRAIN ELEVATORS

By DAVID J. PRICE*

PLANT CONSTRUCTION

The construction of the plant has a very close relation to explosion possibilities. It should be of the type that will not permit dangerous accumulations of dust. Attention to dust explosion prevention should be given by construction engineers in designing grain elevators and all types of industrial plants where the hazard is present. Practical use should be made of the material which has been collected in the investigation of these explosions, where the extent and violence of the explosion was closely associated with types of construction.

No matter how well the plant is constructed, it must be well kept. It has been proved that a plant built of fire resistive materials, in which the dust condition has been neglected and no attention given to the problem, is a much greater explosion hazard than an elevator built of combustible materials but well cared for and maintained at a high standard. We must, of course, continue to embody the best principles of construction, but, in addition, we must adopt effective means for proper upkeep and maintenance. We cannot expect to control these explosions unless we first control material which is explosive and without which the explosion would not be possible.

All electric lamps in dusty atmospheres should be enclosed in vapor proof globes and properly guarded. All possible precautions should be taken to prevent or control choke-ups in elevator legs.

Dust collecting systems should be arranged so that the collecting units, and preferably also the fans and main ducts, are outside of the elevator building. Often entire batteries of dust collectors are located inside the building or between two units of the plant, and the large quantities of dust in suspension within the collectors constitute, within the plant, an explosion hazard which could have been removed by a different arrangement.

Ventilation is essential and should be provided for in all parts of the plant. Windows, curtain doors and roof vents will probably be sufficient for upper floors of the work house, and possibly for the working floor, but if the building is closed in on two or more sides, disc fans installed in the walls may be necessary. Ventilation of basements may be accomplished by the use of disc fans or a central flue or chimney formed by an interstice bin open at the bottom and extending above the roof. A fan can be installed to produce either a forced or an induced draft up this flue.

VALUE OF EDUCATIONAL WORK

Industries which, in co-operation with interested agencies, have educated their employees in dust explosion prevention have secured splendid results.

An outstanding example of what can be accomplished by educational work was obtained during the war, under the administration of the United States Grain Corporation in co-operation with the Department of Agriculture during the war period and the months that followed until the termination of the Wheat Guarantee Act. It was well recognized that we could not afford to continue to have large quantities of grain destroyed at a time when it was needed for our men in the field and its loss would have a vital effect on winning the war. The U. S. Grain Corporation handled the entire wheat supply of the country during this trying period when conditions were at the extreme in so far as labor and operation were concerned. The average value of the weekly holdings at the various points was approximately \$100,000,000, and at some periods it was as high as \$500,000,000. In the campaign conducted, practically every plant where Government grain was stored was visited and the matter of dust explosion prevention was considered with the officials and the workmen. The ease with which dust could be ignited was demonstrated, and a personal appeal was made to the workmen, with the

result that thousands of pledges in card form were signed. Many of you may recall these cards, in which the workmen and officials pledged that they would refrain from any practices that might lead to dust explosions, and would give their co-operation and support in the way of prevention.

It is most gratifying to note that during this critical period, when a number of dust explosions occurred in many types of industries, the Grain Corporation handled the entire grain crop with comparatively no loss.

If we could practice in normal times the methods that were followed during the period in which the Grain Corporation existed, we could probably exercise effective control. We have been inclined to relax somewhat since the termination of the war, with the result that we have fallen back to some of our bad practices, so that the hazards in many plants still exist, in so far as the interest of the officials and workmen is concerned.

INTERNATIONAL ATTENTION TO DUST EXPLOSIONS

A number of international agencies are now endeavoring to develop methods for dust explosion prevention. The National Fire Protection Association, through its Committee on Dust Explosion Hazards, has devoted much time to the development of practical control measures for the industries in which the dust explosion hazard has been recognized. At the last annual meeting of the Association, regulations for sugar pulverizing systems, pulverized fuel systems, flour and feed mills, and cocoa pulverizing systems were tentatively adopted. Progress has been made in devising control measures for terminal grain elevators and other representative lines of industry. The work of this Committee should be of value in bringing about the adoption of precautionary measures in some of the industries which have experienced extensive losses.

The Insurance Department of the Chamber of Commerce of the United States, in co-operation with the National Fire Waste Council, has issued a special fire prevention bulletin on dust explosions for the assistance of fire prevention committees of local chambers of commerce. This bulletin contains a list of suggested activities for such committees, and outlines practical methods of procedure in co-operation with the industries in considering the dust explosion hazard.

Committee on dust control in grain elevators have been organized by prominent interests in the United States and Canada, to devise ways and means for the control of dust explosions in this particular industry, in which losses have been very great during recent years. An effort is being made to devise practical methods for the installation of mechanical equipment for dust control in the large grain elevators in the terminal markets.

DUST CONTROL AND REMOVAL IN GRAIN ELEVATORS

A thorough study of the problem shows that the dust condition, in so far as grain elevators are concerned, really resolves itself into two distinct phases. First, the creation of dust at all points in the elevator where grain is thrown or handled, and second, the escape and settling of this dust on beams, ledges, girders and similar points throughout the plant. This dust settling throughout the elevator forms an accumulation of static dust and has been a contributing factor in practically all of the recent explosions in grain elevators. We can fully realize the importance of the removal of this accumulated dust when we consider that dust explosions, as a rule, occur in two stages, (1) the primary and (2) the secondary explosion. The original or primary ignition is usually accompanied by sufficient concussion to shake the accumulated dust into the air and feed the flame of the first explosion and permit it to propagate throughout the entire plant. This propagation of flame is very rapid and is accompanied by excessive pressures, tending toward explosion.

The matter of controlling dust at the points of creation in the elevator is a timely one at present. If we recognize that these grain dusts are explosive it would seem to indicate that provisions should be made to prevent the escape of dust dur-

ing the handling, elevating and storing of the grain. The best control has been secured in representative lines of industries by the application of mechanical equipment for the collection of explosive dusts at the points where they are created, which prevents the dust from escaping and settling throughout the plant and requiring later removal. At the present time we in the United States and Canada have not advanced far enough in dealing with this problem to devise satisfactory methods to bring about this provision in grain elevators. It is generally felt that before we can expect to establish definite control measures, some satisfactory plan must be worked out to permit the application of mechanical methods for the removal of these explosive dust clouds. In designing a system of this type the apparent effect of weights of grain must be recognized and a type of system developed which will permit proper supervision and control. At the present time it is not possible to state in just what manner this can be done, but we are of the opinion that we cannot expect to advance in our working out of control measures until we endeavor in some way to handle by mechanical means this explosive dust at the points where it is created. Our present method of operation in practically all of our grain elevators on the continent permits the escape and accumulation of dust and presents an ever-present menace, simply waiting for the ignition of a small quantity of dust to throw into suspension additional dust clouds which will bring about an explosion resulting in loss of life and property.

This problem is of such importance and the losses of life and property are so great as to command the attention of all agencies concerned in the operation of grain elevators in the development of satisfactory systems for the control of explosive dusts. We should endeavor to adopt such measures as will afford all possible protection from the hazard and reduce our losses from this type of industrial hazard.

OPERATION OF STATE LICENSE PLAN IN KANSAS

"By experience," says J. C. Mohler, secretary of the Kansas State Board of Agriculture, "we are led to believe the law regulating the sale of farm produce on commission is a good one and the Control Division is anxious to learn of any failure to receive a prompt and full accounting for a consignment to commission firms."

The Control Division is constantly on the watch for evidence of commission firms handling consignments of grain or other farm produce on commission without having procured a state license. On April 12, L. E. Raymond, operating as the Raymond Grain Company, Wichita, Kan., was brought before the court at that city charged with receiving and selling a consignment of grain on commission without first having procured a commission merchant's license. He having entered a plea of guilty, when arraigned for trial by the court, was fined and assessed costs.

In further comment Mr. Mohler, of the State Board said, "Consignors of farm produce to licensed commission firms are protected from loss by the bond which is required before a license is issued. During the last year, claims amounting to \$727.59 due consignors of grain to commission firms, have been paid by bonding companies."

RUSSIAN GRAIN IN HOLLAND

Imports of grain into Holland for the first quarter of the current year show an increase in volume of 100,000 metric tons, while the increase in value was merely nominal, this situation being the result of dumping some 200,000 tons of Russian grain.

Considerable increase in imports of iron and steel was also reported, but the United States had little part in this. The machinery trade is falling off.

In further comment Mr. Mohler, of the State the increase in volume of grain imported as very significant, and the tendency represents a decided change in the situation in Holland.

*From the address delivered at the annual convention of the American Association of Port Authorities, New Orleans, La., December 10, 1923. Continued from Page 825, June AMERICAN GRAIN TRADE.

Grain Claims and Scales

Some of the Reasons that Scales in Grain Elevators Do Not
Register True Weight

By H. J. FRERICHS*

THE subject, "Grain Claims" is one of so many angles that it is rather difficult to go into all its phases. Grain claims usually are for the difference between the weight the shipper loaded, or thinks he loaded into a car and the weight at destination. The chief difficulty the railroads have, in a claim way, is with the point of origin methods of determining the amount loaded. Let us, therefore, see for a moment on what some of these claims are based.

1. Grain simply loaded into a car, on track, usually by the grower, and the weight computed on the basis of what he estimated this grain would run per acre.

2. Loading direct from threshing machine and using the so-called threshing machine weight.

3. Hauling a certain number of loads, and basing on the size of the wagon bed, figuring so many bushels by the cubic inch.

4. Computing the contents of a car on its known size, depth loaded and test weight per bushel.

5. "Special bin"—Placing a certain amount of grain into a bin at various intervals, perhaps removing some at other times, all of which has been recorded (if it is not overlooked) and finally loading what remains in the bin, into a car. This may cover a period of operation of several months.

6. Grain actually weighed over some kind of scales.

From this you will see that, as scale men, you are not interested in the first five sources of our troubles.

In taking up the scale feature I am not referring to any particular manufacturer's product or make of scale. I am simply referring to different types and citing the troubles we have in a claim way.

There are in use, various types of scales used in the weighing of grain into cars at country elevators.

1. The ordinary hopper scale, weighing about from 3,000 to 6,000 pounds to a draft.

2. Automatic scales, weighing from 100 to 600 pounds per dump.

3. Wagon scales, usually located outside.

4. Track scales.

I will first take up the hopper scale. Very frequently we find these scales, especially in the older elevators installed on the frame of the house so that with the varying load in the house which causes it to sag, the scale, of course, sags with it. I have in mind one house in North Dakota, some years ago, where the scale was lower by more than an inch on one side than on the other. I have seen a 100-pound counter-poise weight intended for use on a certain scale, switched for use on another scale of different construction. I have seen screws, which some sliding poise weights have to fasten them, removed. I have seen the hopper of a scale so bound against the side of a bin that I could not pry it away with a small bar.

In late years much has been done to improve conditions, especially with respect to installation, thanks to architects and scale engineers. Most of the scales in newly constructed houses are built on separate foundations and ample room allowed to enable proper operation.

There is, however, vast room for improvement in the inspection of scales. Some of the states, Minnesota for instance, have departments to look after the scales and see that they are in proper condition; even this is rather infrequent but it is the best that can be done at the present time. In some other states, however, there is such inspection. Usually the sheriff or his deputy does the scale inspecting. He knows very little about scales and has no instruments except a few test weights and in some cases, scales are no more accurate after his so-called inspection, than before.

Automatic scales—I wish that the producer of this scale had hit on some other name besides "automatic." Webster says automatic means "Having an inherent power of action or motion" and that is exactly what some of the operators of this class of scale expect of it.

It is true that some are improperly installed, both as to frame work and location. I believe an automatic scale should be placed in a separate foundation so that it will not receive the constant vibration from the other elevator machinery, and on the work floor where it can be observed closely, and not in the cupola. There are, of course, arguments on both sides, one is that by having the scale in the cupola the grain drops direct from scale to the direct spout without having to be elevated after being weighed, and consequent chances for diversion. However, I feel that if there is a separate leg for the back pit there is little danger for diversion and these chances are more than offset by the advantage of having the scale where it can be looked after properly.

Going back to my objection to the word "automatic;" the reason I object to it is that too many of the operators take this to mean that as soon as they have one of these scales installed, all their troubles and labor of weighing grain into cars are over. They take the advertising matter which says "these scales need but little attention" literally, and even stretch it a point.

I have gone to elevators, found a car being loaded, looked all over the place for the manager and finally found him across the street playing pool. I have seen some of these scales so located that it was next to impossible to get to them—in the darkest corner upstairs, so covered with dust and spilled grain that person could not see that they were scales. Such locations are a constant source of erroneous weighing because the scales are too dirty. They can hardly be properly compensated and are not, and the tally records misread.

We find many, many operators who do not know how to adjust the compensating beams, and I have also had instances where a weight was left out of the weight box. I have seen a scale dumping when there was only about one-half bushel in it instead of three bushels, due to something being out of order. The manager was busy elsewhere.

It is gratifying, however, to be able to say that the foregoing are the exceptions and not the rule. We have in our office records that conclusively prove that the men are giving their attention to the scales and other facilities used in the shipping of grain, so that all their weights hold out with

terminal weights so closely that there is no opportunity for claims.

Some one said, in an article in the *Scale Journal*, referring to the inspection of automatic scales "when you have completed your test of the self-adjusting automatic scale you have a complete line upon the results obtained over such a scale and not merely any mechanical defects in the scale itself."

This is not saying what the results will be the next week or even the next day, as most of the trouble we experience is due to the human element and I believe that if the scale salesmen selling automatic scales would impress upon the scale-using public that the automatic scale is a very finely adjusted and delicate weighing machine and that needs attention—a lot of it, that it is only automatic to a certain extent, that it cannot load a car all by itself—that if they would preach this doctrine, then we would get better results and the salesman would sell more scales.

"A lying scale is worse than nothing, for you think you have a weight when you have not" and it is pretty hard for a claim agent to convince a man or a board of directors, after a fluent scale salesman has extolled all the virtues of a scale and the shippers have invested their "cold cash," that a scale is not giving correct weight (automatically) as they were told.

I feel that scalemen—and by that I mean the manufacturer, salesmen, installer and inspector, should carry on a campaign of education with the elevator manager, to impress upon him the importance of the care of the instrument with which he weighs his grain.

Elevator agents are usually employed by someone, usually the owner of the elevator. He is interested primarily in the proper grading and buying of the grain and the correct weighing at the time of purchase.

If his agent gets good dockage and good grades the employer cannot lose, for if there are ever so many errors made in the weighing out it matters not, for if the grain does not go into one car, it is still in the elevator and will go into some other car. But, if the traffic man of the firm, usually located at the large terminals, or the commission merchant, or perhaps an adjustment attorney, discovers a difference between the so-called loading weight and destination weight, the result is a claim.

Now, had that claim not been filed, it would have been all right, the shipper would have been out nothing, but after it has been filed and the shipper gets a copy of the claim, he begins to think actually did sustain a loss and sometimes it is hard to convince him otherwise.

I believe that if the employer will lay as much stress on the condition of his outweighing facilities and elevator equipment in general and the manner in which they are used—in fact, give as much attention to that feature as he does to see that his agent holds out on net bushels and does not overpay, I am positive a great many claims would be eliminated and there would be no occasion for cars to persistently run short from certain stations, as is very often the case. To illustrate my point, I quote some figures taken from a report made by H. A. Juneau, state weighmaster, at Superior, Wis.

This shows that there were received at Superior in 1923, from country houses, 3,002 cars containing shipper's weight cards. Of these, 23 held out even, 2,300 were short 1,746,820 pounds, or an average of 760 pounds per car. There were received 1,256 cars which were loaded at Minneapolis over state scales, or scales under state supervision. Of these 10 were even and 1,214 cars were short 269,970 pounds, or an average of 220 pounds per car. Of the cars moving from Minneapolis 65 per cent are short less than 200 pounds while from country points but 39 per cent were short less than 200 pounds, indicating that proper scales and supervision have considerable influence on the grain claims.

During the last few years the carriers of the Northwest have done everything possible in supplying the shippers with the best possible equip-

CAN'T HEAR HIM



[Copyright: 1924: By The Chicago Tribune]

*From an address delivered at the annual meeting of the National Scale Men's Association at Minneapolis.

ment for the transportation of grain. The Northern Pacific alone, placed in service last year (1923) 2,688 new box and automobile cars. They also had rebuilt, from the trucks up, 3,854 box cars, making virtually 5,742 new cars for grain carrying purposes; and in spite of all this the class one railroads paid out for grain losses for the year 1923, the sum of \$2,055,321.

In summing up the situation, it appears conclusive that the chief cause of wrong weights is due to the human element and not to the weighing machines themselves; that this main failure is 95 per cent negligence that can be corrected, and by reason of the neutral position of this Association as between shipper, receiver and carrier, upon you gentlemen, members of this Association, rests the burden of educating the multitude of scale users.

VARIETIES OF CORN IN SOUTH DAKOTA

The Agricultural Experiment Station at Brookings, S. D., has issued a bulletin on "Varieties of Corn for South Dakota," which gives some salient facts regarding varieties which have given unusual success in that state. No attempt is made to compare the endless varieties which have been used there; but facts well worth while are given about the leading ones.

"Minnesota 13" ranks among the principal varieties and according to one of the tables appearing in the publication, over a three-year period, gave an average yield of 61.9 bushels per acre. Second in this test was Silver King with 60.6 bushels. "Minnesota 13" was introduced into South Dakota at Brookings, and is a medium early Yellow Dent variety adapted to the east central counties of the state. While it is not generally well adapted for the central state conditions, a strain selected from it at the Highmore substation, namely, Alta, has been widely employed for locations in the central and northern part of the state.

MOISTURE ADDED TO OATS VIOLATES FEDERAL ACT

Oats containing any moisture in excess of that natural to the product will be held hereafter, if shipped into interstate commerce, to violate the Federal Food and Drugs Act, according to a recent announcement to the trade by Dr. C. A. Browne, chief of the Bureau of Chemistry, United States Department of Agriculture. This ruling modifies a previous announcement to the effect that it is not the practice of the Department to recommend seizures or prosecutions on account of added moisture in oats as the result of bleaching unless such added moisture exceeds 1 per cent. The text of Dr. Browne's letter making the announcement is as follows:

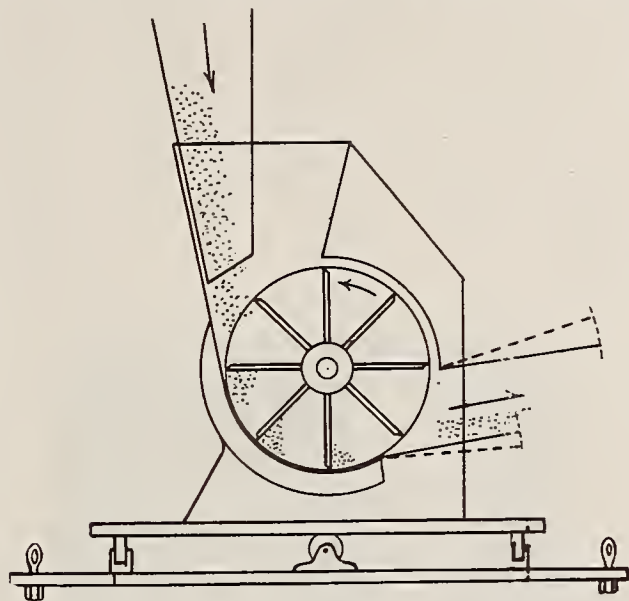
"On January 26, 1916, the Bureau of Chemistry in connection with the enforcement of the Federal Food and Drugs Act issued Service and Regulatory Announcements No. 16, Item 166, entitled 'Oats Bleached with Sulphur Dioxid and Oats Containing Added Barley.' This announcement held that oats containing added moisture or oats to which other grains have been added but which are sold as oats, are adulterated within the meaning of the act. The attitude expressed in that item with respect to oats containing foreign material has recently been upheld by the decision of the Federal Court for the Western District of Virginia. The theory on which the decision was rendered is equally applicable to the addition of water to oats and supports the Department's position. It is the intention of the bureau to take appropriate action against all interstate shipments of oats which it finds in violation of the law in any of the respects indicated.

"Item 166 announces that it is not the practice of the Department to recommend seizures or prosecutions on account of added moisture in oats as the result of bleaching unless such added moisture exceeds 1 per cent. This announcement is equivalent to a license for the deliberate addition of moisture in this amount to grains. This portion of

Item 166 is hereby withdrawn. The shipment in interstate commerce of oats containing any moisture in excess of that natural to the product will be classed as a violation of the Federal Food and Drugs Act and suitable action will be taken against such shipments."

A NEW GRAIN TRIMMER

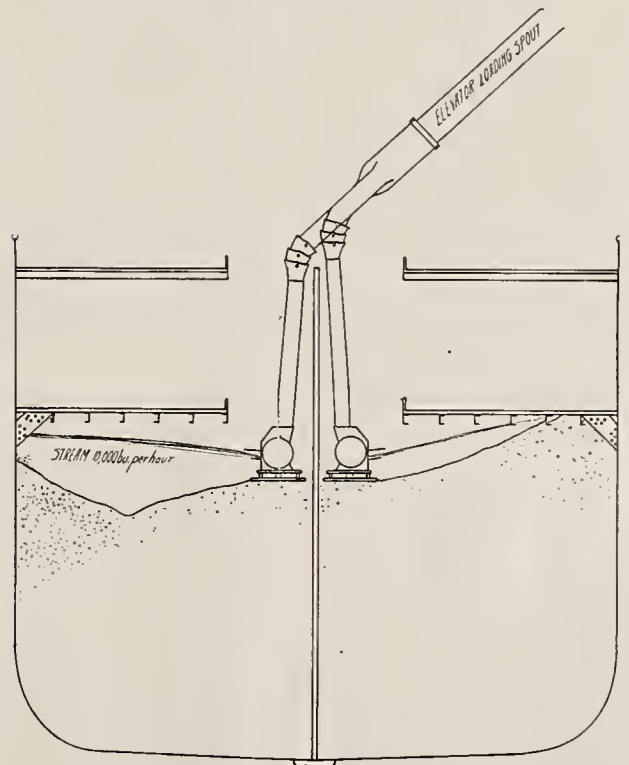
A newly designed grain trimmer has been in use for some time in connection with loading vessels at the Harbor Commissioners' elevators at Vancouver, B. C. This device is comparatively simple, requires no skilled labor and is quickly installed



THE GRAIN TRIMMER IN ACTION

in the hold of any ship, the only necessary equipment outside of the machine being a circuit along the dock on which to plug the motor.

The "splitter" which is shown in the sketch divides the grain coming from the elevator delivery spout into two parts in order to load both sides of the ship's hold at the same time. The entrance to the splitter is 19 inches inside diameter with two openings in the side walls, seven inches



HOLD OF VESSEL SHOWING SPLITTER

wide by eight inches deep. These openings are placed in the sides as marked, fitting over the handles which are installed on the elevator delivery spouts.

The spout tapers down and assumes an elliptical shape, fitting over the two 10-inch pipes, the overlap being about six inches. The smaller pipes are then cut back as shown about five inches and a plow-shaped piece inserted to seal the opening at the bottom and to guide the grain smoothly into each pipe. The upper opening may be closed in with a flat wall as the grain will not travel up there. A rudder is installed so that the amount of

flow in each of the smaller pipes may be controlled.

Eight handles are placed as shown, the two in the middle of the 10-inch pipes being so placed that a two-by-four may be passed through them and held in position. Two ordinary 10-inch spouts are being used, 10 feet over all.

Tests have shown that grain is not damaged in its passage through the machine, and the apparatus has been giving complete satisfaction since it was put into practical use at Vancouver. The E. G. Mundy Company, Ltd. of Vancouver, B. C., is making additional machines since the success of the initial machines has been demonstrated. Showing how quickly a real need is filled by the inventive genius of modern engineers, another grain trimmer was perfected in Vancouver recently, and will be shown in an early issue.

EXPORT TRADE IN GRAIN*

HEDGING IN EXPORT TRADE

The definition of hedging given in the report on the grain trade by the Federal Trade Commission reads:

The practice of protecting a cash purchase by selling a future (to be bought in upon the sale of the actual grain) or vice versa, so as to insure the trader against loss for changes in the market price level, is called hedging. Hedging supposes a nearly parallel movement in cash and future prices. Since the hedging purchase or sale of a future is entered into for protection only, it is in the majority of cases closed by a contra-transaction in the pit rather than by delivery.

A short definition given by a recent writer is as follows: "A hedging transaction may be defined as coincident purchase and sale in two markets, which are expected to behave in such a manner that any loss realized in one may be offset by an equivalent gain in the other." This definition implies a cash market and a futures market.

Hedging is the regular practice of American exporters and of "fobbers" selling grain to exporters. It is so universally regarded as a protective measure against losses that might result from basic price changes that a dealer who does not hedge his open trades in cash (actual) grain is regarded as a speculator.

As the term "hedging" is used in the grain trade, it refers to two types of transactions, which give rise to the expressions "hedge sales" and "hedge purchases." A hedge sale, for example, occurs when a dealer buys cash wheat and sells an equivalent amount of futures in order to protect himself against a decline in the market while the wheat is in his possession. A hedge purchase takes place when a sale of cash wheat (prior to a purchase) is protected against an advance in the market by buying an equivalent amount of futures. The hedge is taken off when the sale, or purchase, of futures is covered by the purchase, or sale, of an equal amount in the same option.

The hedge is placed in the expectation that in the cash transaction a loss resulting from price changes will be made good by a corresponding profit in the trade in futures. Conversely, in the cash trade a profit resulting from price changes will be offset by a corresponding loss in the futures transaction. Hence the net result will be to eliminate speculative loss or profit and to conserve the commercial margin on which the actual grain is merchandised. The costs incurred in hedging are considered a premium paid for insurance against adverse price movements that would result in ruinous losses.

The preceding paragraphs state briefly the theory of hedging. In practice, however, hedging falls short of giving the full measure of protection that it affords theoretically. The principal reasons may be given in a few words. In hedging cash transactions in futures, the dealer is working in two markets, the cash market and the futures market. The protection he secures cannot be perfect unless price movements in the two markets correspond exactly—that is, unless a rise or fall in cash

*The results of a survey by the Department of Commerce on the methods and possibilities of shipping grain abroad. Continued from page 27, July AMERICAN GRAIN TRADE.

prices is accompanied by a corresponding change in futures. This condition is never fully maintained for any great length of time, although it is approximated for short periods, because the cash market and the futures market are not controlled by exactly the same forces and neither absolutely governs the course of the other. Since they are in reality two branches of one general market and subject largely to similar influences, their price movements are in the main alike, but a change in one is not always followed by an equal change in the other. Consequently, while changes in cash prices and futures agree closely enough to make hedging a valuable means of protection, they diverge quite enough to keep the dealer guessing. The common assertion that hedging is a method of insuring commercial profits is but half true. It is more accurate to say that systematic hedging, practiced with discretion, usually affords protection against ruinous losses.

The term "futures market" as used in the preceding paragraph, refers to the contract markets, authorized by law, in which contracts for the delivery of specified quantities of certain classes and grades of grain, within months named, are bought and sold under rules and regulations prescribed by the exchanges in which the trading is carried on. The contract markets permit settlement by substitution of principals and payment of price differences. It is these markets that grain dealers employ for hedging. The term "cash market" is used for want of a better expression to designate broadly and generally all positions in which actual wheat is bought and sold. The use made of these markets by "fobbers" and exporters, or the methods by which they buy and sell, may be outlined as follows: Assume, for example, No. 2 Hard wheat to be shipped from the Gulf. New York exporters usually buy f.o.b. vessel Galveston or New Orleans, to be loaded within specified periods. The buyer may call (demand delivery of) the grain at any time within the period stipulated in the contract. Payment is by sight draft against ocean bill of lading, or cash against mate's receipt. Seaboard inspection and elevator weights govern. The sellers are firms, chiefly elevator companies, that assemble the grain by purchases, through interior brokers or otherwise, from country shippers. A quantity often traded in is 40,000 bushels.

(To be continued)

OPTIMISTIC OUTLOOK IN ARGENTINA

According to the Buenos Aires branch of the First National Bank of Boston, there are tremendous grain surpluses with rising prices in the Argentine, and the midyear outlook should be optimistic. Cattle prices are also improved. Imports have been reduced. However, says this same authority, pending legislation and the tardiness of the government in arranging the budget and finance are causing uncertainty. They go on to say:

"The July 1 grain surplus was 6,000,000 tons, against 3,000,000 on the same date in 1923. Prices have increased greatly compared with last year. The outlook is excellent, with heavy shipments, steady demand and probable additional profits by higher prices, of over 100,000,000 pesos. The six months' exports of wheat, maize, linseed, oats and barley amounted to 6,500,000 tons, against 5,100,000 tons for the same period of the previous year."

LEFT-OVER BILLS

Many bills in which millers, grain dealers and the trading community are interested, were not reported out of committee at the last session, or if reported out, were not disposed of. These bills may come up at the short or last session of Congress which commences in December. If not disposed of before the expiration of this Congress (March 4) they will be dead and must be introduced again to receive consideration.

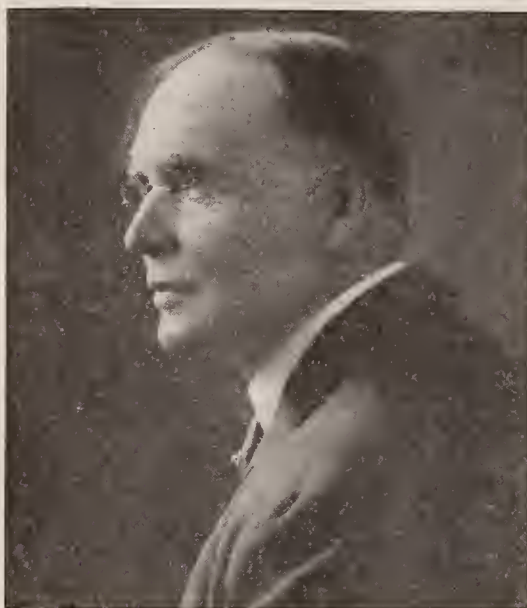
Besides the 30 or more bills looking to farm relief, the "Slack-filled Package Bill" is undisposed of. So are the Senate bills prohibiting misbranding

and giving the Secretary of Agriculture authority to define and fix standards for food products. House bills relating to the labeling of flour and prescribing standard flour packages are among the leftovers as well as the bill pending for the adoption of the metric system of weights and measures from and after January 1, 1933, in the purchase and sale of merchandise. This last is a sort of hardy perennial among congressional bills.

FRANK H. HOLT DIES AT INDIANAPOLIS

Frank Howarth Holt, head of the Indiana inspection branch of the Millers National Insurance Company, died of heart disease at his home in Indianapolis, July 17. He was buried at the Earlham Cemetery, in Richmond, Ind., in which city he had been associated earlier in his career with the Richmond City Mill Works.

He was born at Stone Bank, Wis., 72 years ago, and after his graduation from Lawrence University at Appleton, Wis., he went, in 1885, to Richmond, where he married Miss Hattie Coffman. After the termination of his connection with the Richmond



THE LATE FRANK H. HOLT

City Mill Works he was associated with the firm of Wolf & Holt, millers, at Carthage, Ind.

For the last 20 years he has been prominent in the insurance field, and was known to many millers of the Central West, which was always his territory. He was active in the Methodist Church, and took a useful and commendable part in civic enterprise. His loss will be felt keenly among a widely scattered number of men interested in the milling and grain industries.

FLOATING PNEUMATIC ELEVATOR AT LIVERPOOL

A newly constructed floating pneumatic elevator has recently been placed in operation in Liverpool and is expected to greatly facilitate handling of grain at that point. It is capable of sucking up the contents of a grain hold in a few hours. The machinery consists of large duplex air pumps directly coupled to a set of engines fitted into a steel pontoon of ample dimensions. The height of the super-structure from deck to the top of the canister is close to 100 feet. On the deck of the pontoon the super-structure above mentioned is fitted and carries to its top a grain receiver or canister, the upper end of which is connected to the duplex air pumps by a suction pipe of large dimensions.

Four grain suction pipes are branched off from the canister and led into the hold of the vessel which is to be discharged. These pipes are each supported on steel derricks, suspended from twin masts, arranged and fitted to the canister. By the aid of these masts and derricks the pipes can be lowered and raised as required. At the bottom of the canister electrically driven air and dust traps are fitted.

The grain is received by a hopper from the bot-

tom of the canister, and fed to two automatic weighers carried on swinging cradles and capable of weighing the total capacity of the elevator without any check in the grain flow. The grain is afterward transferred from here by telescopic chutes on the starboard side direct into lighters or other vessels. Two overside hinged and swiveling conveyors on the port side, electrically driven, are fed from hoppers under the weighers and can deliver across the ship to granary floors or sheds. The derricks are worked by means of interchangeable design hand winches placed in a suitable platform on the super-structure, as are also the overside conveyors, which can be easily manipulated by one man only.

Two double-barrel capstans are fitted at either end of the deck and a double-barrel steam winch for warping the pontoon is placed on the port side. A large twin electrical installation of ample power is provided for driving all motors as well as supplying lighting for night work. The steam for the main engine and air pump is supplied by a double furnace Scotch marine type boiler.

WHEAT QUALITY AND TEST WEIGHT

While it is a fact that wheat weighing less than 60 pounds per bushel generally has a larger percentage of protein than wheat of standard weight, this circumstance may easily be emphasized too much. For it is true that other things being equal, the higher the test weight of the wheat per bushel, the greater the yield of flour and the larger the number of loaves. A. W. Estabrook showed that while wheat testing 45 pounds per bushel gave only 51 per cent of flour, wheat testing 50 pounds per bushel (only 5 pounds more) gave 61.5 per cent of flour. Wheat testing 55 pounds gave 69 per cent of flour and that testing 60 gave 73.4 per cent of flour.

With 45-pound wheat, it required 6:24 bushels for a barrel of flour; with 50-pound wheat it took 5:19 bushels; with 60-pound wheat it took only 4:27. The difference in the weights of wheat below 60 pounds, is practically all taken from the flour and not from the bran and shorts. The light weight wheat will produce just about as much bran and shorts per measured bushel as the heavy wheat. Wheat testing 57 or 58 pounds per bushel often gives the best results, as the percentage of protein may be larger, the quality good and the milling sufficiently economical.

IMPROVED RICE VARIETIES IN ITALY

The last 10 years have shown a decided increase in crop yields of rice in Italy, the figure in 1923 having been about one-third greater than in 1913. This increase has been attributed to careful manuring and improved cultural methods, but more especially, to seed selection.

In a report by the International Institute of Agriculture several of the important varieties responsible for increased yield are mentioned. Among the Japanese varieties named, the "Onsen" is characterized as showing a high yield, resistance to disease, and one which grows well on all types of soil. One of the early varieties, "Originario Precoce 6," obtained by the Sancio Monks at Trino from the "Chinese Originario," is of medium size, average yield, fine quality grain, and suitable for second and third year plantation on soil not too rich in organic matter.

"Precoce Maratelli" is more compact than "Originario," erect, very resistant to lodging, and the foliage is abundant and forms a good soil covering. It matures about 10 days earlier than "Originario" but has a slightly lower yield. "Precoce Vittoria" is also highly recommended.

A variety recently introduced is "Americano 1600," a variety of Japanese origin and has already proved successful in Italy. It was sent over by the U. S. Department of Agriculture, and has been found to resemble the "Originario," though more resistant to lodging and ripens earlier, and gives

TRADE NOTES

The Weller Manufacturing Company of Chicago, Ill., has received the contract for all the grain handling machinery and spiral chutes for handling bags and packages to go in the new plant of the Standard Warehouse & Milling Company at Jersey City, N. J. The equipment also includes two additional elevators for handling barrels and bags.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., manufacturers of grain elevator and flour mill machinery and one of the largest grain elevator supply houses of the Northwest, has made unusually large sales of its pneumatic grain dump recently. They have installed since the middle of May upwards of 61 dumps in grain elevators throughout the Northwest.

The machinery contract for the new feed plant of Spanogle-Yeager Milling Company of Lewistown, Pa., was awarded to Sprout, Waldron & Co., of Muncy, Pa., by S. T. Edwards & Co., of Chicago, Ill., who are the engineers for the work. The milling company is also completing equipment for manufacturing table meal and when the plant is built will have a high grade line of flour, table meal, poultry and animal feeds.

The modern grain elevator has as a part of its equipment an employees' elevator. These lifts save the time and the energy of the workmen and an installation that has given the best service for years is that manufactured by the Humphrey Elevator Company of 803 Division Street, Faribault, Minn. The company has some special literature enumerating the good points of the Humphrey Elevator which they will forward to any address on request.

The Webster Manufacturing Company of Chicago, Ill., has recently issued general catalog No. 48, which bears on the cover the title "Webster Equipment for the Mechanical Handling of Materials." It is a comprehensive book of power transmission and conveying machinery and thoroughly covers subjects of elevator equipment for all the classes of materials handled therein, bucket conveyors, screw conveyors, package conveyors, etc. There are also included tables on areas and circumferences of circles, decimal equivalents, weights and measures, (both United States and British Standards), numerous bar, wire, copper and brass sheet gages, and specific gravities and weights of materials together with information on the properties of the circle and trigonometric functions and solution of triangles.

CONVENTION CALENDAR

September 21.—U. S. Feed Distributors Association, Cincinnati, Ohio.
September 22-24.—Grain Dealers National Association, Hotel Gibson, Cincinnati, Ohio.

MICHIGAN ASSOCIATION TO MEET

On August 15 the Michigan Hay and Grain Association will hold the twenty-third annual convention at Adrian, Mich., with headquarters at the Hotel Lenawee. The business sessions will be held in the auditorium of the New Masonic Temple, and President L. M. Swift asserts that a very interesting program has been prepared, speakers being selected from among the most prominent men in the grain and hay industry. It has also been announced that farmers will be as welcome at this meeting as the receivers and shippers.

In the evening a banquet will be served, and State Senator Frank L. Young of Lansing, will be toastmaster. The speaker of the evening will be Judge Harry Larwell, who will talk on "The Higher Abdication." The Adrian Chamber of Commerce has prepared an excellent musical program. The ladies will be entertained by a special committee of ladies, appointed by Will Cutler of Adrian.

MUTUAL FEED DEALERS HOLD MEETING IN NEW YORK

The Mutual Millers and Feed Dealers Association met, with an attendance of 100 or more, at Jamestown, N. Y., on July 25. At the close of the business session at noon, the millers and feed dealers adjourned to the Hotel Samuels. A joint meeting for lunch with the Lions Club had been

arranged and the Jamestown Concert Band accompanied them on a tour, via special cars, to Celron, and via Chautauqua lake steamer to Midway Beach, where a program of sports was held. In the evening a banquet was served at Bemus Point, President L. G. Kirkland acting as toastmaster. Dr. W. G. Spender, Hillsdale, Mich., was the principal speaker of the occasion.

The annual election resulted in L. G. Kirkland, of Randolph, N. Y., being selected as president for 1924-25, he having served as vice-president the preceding year. W. E. Briggs, of Waterford, Pa., was elected vice-president and J. L. Anderson, of Jamestown, N. Y., was re-elected secretary-treasurer.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for July:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	947,907	1,349,556	454,917
Corn, bus...	39,923	37,331	222,990
Oats, bus...	177,257	68,379	109,752
Barley, bus.	.....	.....	37,468
Rye, bus....	80,539	81,687	171,305
Malt, bus...	2,252	17,597	.....
Millfeed tons	1,533	1,171	.....
Straw, tons..	165	36	.....
Hay, tons....	1,102	1,154	.....
Flour, bbls..	87,169	90,835	18,205

CAIRO—Reported by M. C. Culp, chief grain inspector and weighmaster of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	.....	30,325	11,779
Corn, bus...	71,831	141,782	56,633
Oats, bus...	809,383	1,608,233	917,754

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	3,590,000	8,559,000	1,809,000
Corn, bus...	4,926,000	6,465,000	2,880,000
Oats, bus...	3,579,000	6,244,000	2,389,000
Barley, bus..	414,000	401,000	225,000
Rye, bus....	2,210,000	63,000	44,000
Timothy Seed, lbs.	507,000	124,000	516,000
Clover Seed, lbs.	1,000	8,000	177,000
Other Grass Seeds, lbs.	204,000	155,000	483,000
Flax Seed, bushels	111,000	65,000	1,000
Hay, tons....	11,773	8,904	520
Flour, bbls..	1,015,000	714,000	638,000

DETROIT—Reported by C. B. Drouillard, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	44,000	.....	.....
Corn, bus...	5,000	10,000	.....
Oats, bus...	62,000	8,000	.....
Barley, bus..	.....	.....	.....
Rye, bus....	8,000	.....	.....

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	2,174,551	3,092,430	3,247,384
Corn, bus...	191,407	142,415	464,928
Oats, bus...	176,660	281,742	467,938
Barley, bus..	187,130	140,059	189,493
Rye, bus....	1,994,436	867,740	6,483,527
Flax Seed, bushels	119,079	112,427	83,883
Flour, bbls..	655,160	691,150	679,045

FORT WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners for Canada.

Receipts		Shipments	
1924	1923	1924	1923
Wheat bus..	13,083,027	6,032,364	15,183,560
Corn, bus...	6,660	3,998	6,660
Oats, bus...	7,885,553	1,967,653	8,591,050
Barley, bus..	1,236,360	835,114	715,710
Rye, bus....	617,630	346,688	514,279
Flax Seed, bus.	266,151	108,234	342,202

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	450,000	1,199,000	204,000
Corn, bus...	1,597,000	1,370,000	951,000
Oats, bus...	520,000	498,000	590,000
Rye, bus....	11,000	11,000	6,000
Flour, bbls..	mfg.	34,297	46,880

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	19,730,250	9,008,550	5,201,550
Corn, bus...	1,423,750	1,141,250	691,250
Oats, bus...	153,000	333,200	49,500
Barley, bus..	34,500	60,000	14,700
Rye, bus....	15,400	25,300	18,700
Bran, tons..	3,350	2,960	21,560
Kaffir Corn, bushels	249,700	69,300	228,000
Hay, tons...	15,864	22,656	5,352
Flour, bbls..	60,450	76,700	497,800

LOS ANGELES—Reported by Secretary of the Grain Exchange:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, carload	176	454	.....
Corn, carload	180	141	.....
Oats, carload	45	20	.....
Barley, carload	135	190	.....
Rye, carload	2	.....	.....
Bran, carload	110	46	.....
Kaffir Corn, carload	10	15	.....
Flour, carload	262	176	.....

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	5,460,210	4,976,290	3,325,020
Corn, bus...	992,280	442,130	699,370
Oats, bus...	1,010,750	653,550	1,224,160
Barley, bus..	399,540	789,390	558,420
Rye, bus....	427,410	347,050	1,099,960
Flax Seed, bushels	264,000	358,720	54,120
Hay, tons...	2,018	2,333	220
Flour, bbls..	65,812	120,500	990,035

MONTREAL—Reported by J. Stanley Cook, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	15,727,121	9,469,501	15,570,680
Corn, bus...	14,697	20,485	646
Oats, bus...	1,512,471	1,457,223	1,329,897
Barley, bus..	818,266	969,963	604,019
Rye, bus....	2,344,506	1,623,484	1,218,675
Flax Seed, bushels	36,255	.....	.....
Hay, bales...	90,039	79,532	17,102
Flour, bbls..	351,544	400,459	353,818

NEW ORLEANS—Reported by S. P. Fears, chief grain inspector and weighmaster of the Board of Trade, Ltd.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, cars..	916	.....	575,000
Corn, cars...	305	.....	386,273
Oats, cars...	41	.....	9,365
Barley, cars..	6	.....	.....
Rye, cars....	22	.....	126,428
Milo Maize...	1	.....	.....

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	1,943,000	3,328,900	2,859,000
Corn, bus...	508,000	283,200	5,000
Oats, bus...	2,419,000	666,000	1,471,000
Barley, bus..	405,700	606,200	513,000
Rye, bus....	1,384,000	1,608,500	747,000
Timothy, sks.	1,200	.....	.....
Clover Seed, bags	.....	153	190
Flax Seed, bus.	570,000	405,080	.....
Hay, tons...	6,663	5,869	593 bales
Flour, bbls..	729,763	661,928	47,539

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	2,368,800	1,621,600	1,019,200
Corn, bus...	1,150,800	1,442,000	1,103,200
Oats, bus...	724,000	976,000	842,000
Barley, bus..	12,800	27,200	11,200
Rye, bus....	47,600	30,800	91,000

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	101,700	275,000	76,000
Corn, bus...	1,344,150	1,482,600	704,850
Oats, bus...	628,200	1,148,275	522,000
Barley, bus..	46,200	35,000	19,600
Rye, bus....	2,400	8,400	1,200
Mill Feed, tons	19,210	18,060	18,775
Hay, tons...	700	780	60
Flour, bbls..	197,600	138,900	169,000

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	527,480	1,404,200	395,838
Corn, bus...	42,581	20,932	.....
Oats, bus...	173,883	98,719	60,046
Barley, bus..	1,831	1,786	.....
Rye, bus....	3,672	18,415	.....
Flour, bbls..	194,974	153,780	22,636

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	3,692,261	5,775,272	1,843,120
Corn, bus...	3,700,575	2,616,057	2,148,970
Oats, bus...	1,832,000	2,452,000	1,633,970
Barley, bus..	41,600	65,600	21,040
Rye, bus....	67,600	23,526	21,930
Kaffir Corn, bushels	10,800	8,400	46,640
Hay, tons...	8,550	11,244	2,955
Flour, bbls..	440,800	387,100	465,480

SAN FRANCISCO—Reported by James J. Sullivan, chief inspector, secretary of the Chamber of Commerce.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, tons..	8,552	5,051	.....
Corn, tons...	1,354	1,106	.....
Oats, tons...	888	1,218	.....
Barley, tons..	29,138	29,940	.....
Bran, tons...	502	595	.....
Beans, sacks.	91,670	29,390	.....
Flour, bbls..	5,756	8,271	.....

SUPERIOR—Reported by E. W. Feidler, chairman of the Wisconsin Grain and Warehouse Commission.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	733,520	1,420,107	1,203,604
Corn, bus...	220,545	150,490	455,697
Oats, bus...	117,513	14,178	334,143
Barley, bus..	163,716	109,340	156,572
Rye, bus....	954,353	550,037	2,124,055
Bonded Wheat, bus.	38,400	74,174	54,078
Bonded Oats, bus.	32,090	19,133	56,825
Bonded Rye, bus.	12,722	.....	39,769
Flax Seed, bus.	94,456	72,932	24,913
Bonded Barley, bus.	10,766	21,744	24,189
Bonded Flax, bus.	.....	1,031	.....

TOLEDO—Reported by A. Gassaway, secretary of the Produce Exchange.

Receipts		Shipments	
1924	1923	1924	1923
Wheat, bus..	580,000	772,800	207,120
Corn, bus...	175,000	205,000	93,800
Oats, bus...	272,650	443,750	167,015
Barley, bus..	2,400	3,600	.....
Rye, bus....	40,800	2,400	17,480
Timothy Seed, bags	100	.....	49
Clover Seed, bags	.....	44	490
Alsike, bags	4	44	239

HAY, STRAW AND FEED

SELLING FEED FOR PROFIT

By D. W. McMILLEN

Having been in the grain and feed business practically all my life as a retailer, wholesaler and manufacturer, I believe no apology need be offered for presuming to speak authoritatively on ways and means for the feed dealer to avoid costly errors and increase sales.

From a business standpoint, I will say that honesty pays and he who attempts "slick" methods may make money for a while, but sooner or later, he will most inevitably fail. The business world is rapidly coming to the realization that the confidence of its trade is its most valuable asset. It may be possible for a man to be dishonest and clever enough to hide his dishonesty but I have yet to see such a man.

In using the word dishonesty, I do so in its complete sense. Misrepresentations, extortionate prices, short measure, substitutions, poor quality, are all covered by the one word, dishonesty. You must at all times be square to keep the confidence of your trade and you must keep the confidence of your trade to have permanent success.

Every merchant should consider himself as the guardian of his customers' interests. You must sincerely try to supply your trade with feeds that will be most profitable for them. Therefore great care should be exercised by you in buying only the best the market affords.

Fortunately, the majority of branded mixed feeds on the market today, are really good feeds that are carefully and honestly mixed and are priced so as to be really profitable to the ultimate purchaser. But there are a few feeds which are just plain "Junk"; feeds that are made to sell at a price. Because of these few dishonest feeds the dealer must be very, very careful not to be taken in on feeds that are merely low in price.

There is a fundamental rule which governs all nature. "You cannot get out more than you put in." No business can continue at a loss. Competition keeps prices in conformity with quality. Be wary of the "just as good feed," at a much lower price—a good "buy" may result in dissatisfaction to your trade resulting in loss of confidence that will cost you thousands of dollars in the years to come.

Ground grain screenings and oat feed in the writer's opinion, have a place in some of the lower priced feeds, feeds that are used in a period when maximum production is not desired. But ground grain screenings and other cheap fillers have no business in a high protein dairy feed, mash or hog feed, when the aim is to produce maximum milk production, egg production or growth at the lowest cost. A scratch feed with wild seeds or other impurities, or low priced fillers in the writer's opinion should not be on the floor of any feed dealer. Don't try to dispose of such feeds to your trade. They cannot satisfy your customers and sooner or later, this character of feed will ruin your business.

Be careful to avoid the mistake of handling feeds the formulæ of which are changed to conform with the rise and fall of the market. Uniformity is all important. For instance, you cannot expect uniform results with a dairy feed which does not remain uniform in its mixture. It is this temptation to mix feeds by the market instead of by proven scientific formulæ which should make the feed dealer careful to handle feeds made only by those concerns who value their reputation too highly to alter their formulæ under any conditions.

It is assumed you are handling honest feeds and in all respects are conducting your business in a way to secure and retain the confidence of your trade. Now do you really know your feeds? I'll venture to say, 90 per cent of the dealers know less about the feeds they are handling than is known by the majority of their customers—90 per cent of the dealers never really sold a bag of feed. When a customer comes in and asks for dairy feed, you will give him what you have and take his money, but that isn't selling. When a man comes in to buy bran for his cow and goes out of your store with a bag of 24 per cent dairy you have sold him. In other words, salesmanship consists of selling what he needs rather than what he asks for.

This makes it necessary that the dealer knows the conditions existing in his community and to know these, he must leave the door steps of his own place of business and meet his customers in their feed lots, dairy barns and poultry pens. Cities have recognized the value of "Good Will Tours," at least twice a year into their distributing terri-

tory. Likewise the retail feed merchant cannot spend time and money more profitably than by making a bi-annual tour into the country and by getting personally acquainted with his customers and their feeding problems.

A few farmers know how to feed their poultry and live stock, but only a few. The percentage of enlightened farmers is rapidly increasing but there is still much educating to be done and the dealer who first educates himself and then educates the farmers in his community to the profit in scientifically mixed feeds is the dealer who is going to double and treble his business annually. It is an easy matter for you to educate yourself. The manufacturer of the feed you are handling will be glad to furnish you with all information at his command.

Advertising is one of the greatest ways to increase your business. There is no concern of importance which has not long since recognized the importance and necessity of advertising. Adver-



D. W. McMILLEN

tising has, of course, been over done in many instances. There is a limit to all things. When I speak of advertising, I do not mean that you must flounder in an orgy of wasteful and extravagant publicity. An occasional sensibly written advertisement in your local paper, a few well placed signs on your roads, and the distribution of attractive hand bills or cards, on special occasions may be profitably employed by all feed dealers.

Now last, but not least. Cultivate the smile habit. A smile costs the least and gets the most of anything I know of. If you are out of sorts, blue, down-hearted and ill at ease, go back in a corner and let some bright, cheerful boy wait on your customers. The man with a frown can drive away more customers than the best advertising in the world can bring. Your customers are doing you a mighty big favor when they come to your place of business to buy something from you. The least they have a right to expect is a smile of welcome.

Sell only goods of quality—charge fair prices—keep your customer's interests at heart—treat every one fairly—be courteous, learn to smile—advertise judiciously—learn all there is to know about what you are selling—educate your customers to the economy of quality—then, your business is bound to increase.

CANADA CHANGES FEEDSTUFFS
RULING

The Canadian Parliament has amended the Feed-stuffs Act, administered by the Seed Branch of the Department of Agriculture at Ottawa, Ont., to allow the manufacturers of such feeds as poultry feeds and calf meals to incorporate the mixture up to 50 per cent by weight of bran, shorts, middlings or feed

flour, singly or combined. Such feeds, however, shall not contain screenings, scourings, scalplings, oat hulls, oat feed, buckwheat hulls, peanut hulls or shells, cottonseed hulls, peat or moss, or any other material of low feeding value, which the Minister shall have power to designate by regulation. The amendment as explained by the Minister is not intended to interfere with the right of buyers to obtain mill feeds in their absolute purity as was provided for in the original act.

FEED STRONGER IN NEW YORK

By C. K. TRAFTON

There was a strong rising tendency in the feed market during the month, although the volume of business was by no means large. As a matter of fact the greater buoyancy was attributed more to the meagre offerings than to any improvement in the demand. To be more explicit the strength was more noticeable in certain products which were exceedingly scarce, whereas wheat feeds were only slightly firmer as the supply was almost equal to requirements. This was more especially true of bran, which was only slightly higher, whereas middlings advanced more rapidly being in better demand as frequently the case at this season. In some channels it was claimed that bran had been held down to some extent by the much heavier receipts of Winter wheat at primary points, which induced millers to increase their output of flour, and naturally the output of bran showed enlargement.

It was of course perfectly obvious that the rising tendency in hominy and other corn products was primarily caused by the insignificant receipts of corn and the remarkably rapid upturn in prices. Indeed it was averred that the scarcity and high cost had led millers to curtail their output of corn products, and this naturally restricted business. It was also patent that the advancing tendency in linseed meal was partly due to the larger exports of cake and the falling off in the production of meal, partly because of the scarcity and the wonderfully rapid rise in flaxseed. It was averred that the much higher prices asked for cottonseed meal was mainly caused by the insignificant offerings growing out of the low condition of the cotton crop, and the resultant spectacular rise in prices. Business was reported in Argentine brewers grain for prompt shipment at \$35 per ton c. i. f.

KANSAS CITY HAY CONDITIONS

By B. S. BROWN

The Fitzgerald Hay Company reports that Kansas City is having a moderate supply of hay due mostly to the rainy weather and car shortage. A big movement of wheat has taken all the available empties and the railroads are furnishing few cars for hay loading.

The receipts of Prairie were 21 cars on August 6 and the demand was steady for all grades in good condition. The quotations of that date were: No. 1 Prairie hay \$12 to \$13, No. 2 \$10.50 to \$11.50, No. 3 \$7 to \$10.

Alfalfa is in active demand and good dairy quality is very scarce. There were 37 cars of Alfalfa in August 6 and sales ranged from \$13 to \$21.50. Quotations on select dairy were \$21 to \$22.50. Choice was \$20.50 to \$21, Number 1 \$19 to \$20, Standard \$16 to \$18.50, Number 2 \$13.50 to \$15.50.

The tame hay market is very firm without much variety. Ten cars came in August 6, selling readily at the following quotations: Number 1 Timothy \$15 to \$15.50. Standard \$13.50 to \$14.50. Number 2 \$12 to \$13. With the present active demand which Kansas City is having, a decline in prices is not expected.

RALSTON PURINA HAS CONTEST

The Ralston-Purina Company, the well known manufacturers of Checkerboard feed of St. Louis, Mo., has developed a considerable co-operative spirit in its office and mill personnel. To extend this kindly and helpful spirit, a cash prize was offered last March for definite suggestions on increasing Purina efficiency. The employees in office and mill came through with 845 suggestions.

These were first of all passed to the heads of the departments concerned and either approved or rejected. The committee then passed judgment on the department heads' decisions. Finally the committee weeded the number eligible for prizes to 135. Seventy-nine of these received \$1, 50 were awarded \$2, and three \$5.

The first prize of \$50 was awarded Glenn Shaub

of the Traffic Department. His idea concerned a change in the system of sending Order Department record cards to the Traffic Department and it is believed that his suggestion will bring considerable benefit to customers of the Ralston-Purina plant.

The second prize of \$25 was awarded to Ralph Guenther of the Purchasing Department; and the third prize of \$10 went to L. C. Woodring of the mill.

This contest did much to stimulate thinking among the "Fightingest Bunch in America," as Ralston-Purina employees are known.

CUTTING ALFALFA

The State College at Ithaca, N. Y., is warning New York farmers to go slow in adopting the practice followed by Central West farmers in cutting Alfalfa twice instead of three times a year. Weeds seem to have been better controlled and yields increased by reducing the cuttings to two in the Central West. But at the present time, there is no knowledge as to how the new practice will work in New York. Experiments are being carried on at Cornell University with a view to determining the facts, but it will be four or five years before definite statements can be made.

If the results are as they have been in other states there will still remain some serious objections: First, the late cut Alfalfa hay will contain a considerably smaller percentage of protein than

rather on the better grades of heavy clay land. Under Georgia conditions, Ladino Clover starts to grow vigorously with the first warm days of spring and growth continues until the hot dry summer weather begins. During the dry summer weather the plants make very little growth, but as soon as the fall rains begin growth is renewed, and the plant grows vigorously until cold weather begins. During winter the growth will vary according to the temperatures. During the mild winters considerable growth may be made. Even during the severe winter of 1923-24, Ladino Clover made a winter growth of four or five inches after it was frozen to the ground by the unusual cold spell in January. From the above it will be seen that this Clover does best during cool, moist weather. Under weather conditions similar to those at the Georgia Experiment Station excellent pasture may be obtained during March, April and the early part of May. Some years the pasture will remain good even as late as July. Sometime in October, depending on the season, pasturing may be begun again and continued during November or up to cold weather. During mild winters some winter pasture can be obtained.

A NEW ENGLAND FEED MILL

The dairy situation in New England is at a critical period in its history, according to an authoritative statement by A. R. Merrill, dairy specialist interested in extension service. He states that the

have erected consists of a reinforced concrete building 58 feet in length and 40 feet wide in the ground dimensions. The portion of the building housing the principal milling machinery units extends 63 feet high above the first floor, while for grain receiving and bulk grain storage, the building extends to a height of 102 feet. Beneath the first floor is a basement of 12 feet, and under this is a sub-basement in which is located one 36-inch and one 42-inch upright shaft turbine, which constitutes the source of motive power.

Provision is made for receiving grain both from railroad cars and farmers' wagons with special facilities for the quick receiving, grinding and sacking off of grain for the custom feed trade. A Eureka Compound Elevator Separator is available for cleaning the grain and an automatic scale for weighing as the grain is received and delivered to the various bulk storage bins. A Nordyke & Marmon two-pair high Roller Mill is used for cracked corn and chick feed grinding, while for table meal mixed and chop feed grinding, one 26-inch and two 24-inch attrition mills are used.

For sifting and grading the meal and feed products four 32x8 special Nordyke & Marmon all iron Cylinder Reels are used. Clean cracked corn and chick feed is assured by the use of two 16-inch centrifugal aspirators made by the same concern. Eureka Automatic Magnetic Separators are located over all three attrition mills, which serve the double purpose of removing metal particles and insuring uniform flow of stock to the feed grinder.



THE E. W. BAILEY & CO. FEED MILL, MONTPELIER, VT.

the early cut hay, and the protein content will probably be somewhat less digestible; second, the late cut hay will be much less palatable to all kinds of livestock than the early cut; third, the late cut will be more stemmy and less leafy.

Farmers who are accustomed to producing high class Alfalfa for sale or for home feeding will do well to consider carefully before adopting the new methods. At the present time with the best practices on suitable soils, New York farmers are getting good results with Alfalfa so far as total yield per acre per year, and longevity of fields are concerned.

LADINO CLOVER IN GEORGIA

The need has long been recognized by stock raisers in Georgia for an early perennial spring pasture to supplement their Bermuda pastures, says the Georgia Experiment Station in a recent bulletin. Among the legumes at the Experiment Station, Ladino Clover appears to be the most promising for this purpose. This Clover is a variety of the common White or Dutch Clover, which is the principal pasture Clover of the North and Middle West. It comes from the sub-Alpine valleys of Italy where it grows on heavy lands and is irrigated and is cut four or five times.

Ladino Clover seems to be best adapted to the Piedmont and mountain regions of Georgia. It should not be planted on very poor soils, but

dairy farmer needs assistance in buying and compounding rations, and that county agents and agricultural colleges have only scarred the surface in work that can be done along this line. He also called attention to the need of the dairyman of a good ration at as reasonable a cost as possible and emphatically stated that it is a good policy to study every available detail of the business in order to enhance this purpose.

In carrying out the necessary activity to bring about economic feeding, the primary issue is, of course, the conditions surrounding the manufacture of mixed feeds, the ingredients used, and their proportioning in the feed.

The age of domestically prepared feeds is passed and the question becomes a milling problem. The milling facilities of New England are scarcely adequate and those producers that are there have a problem of transportation to confront in securing the raw material.

For a long time a large part of the needed feeds have had to be shipped into the territory, though now the feed mills are a more prominent factor locally than they once were. Even at that, questions of tariff as well as transportation give much for these hard working plants to contend with.

One of the well established concerns in this business is E. W. Bailey & Co., of Montpelier, Vt. They have just recently made an important addition to their enterprise.

The new grain, seed and feed plant which they

The Nordyke company also furnished the counter-balanced passenger elevator which provides easy and quick access to the various landing floors.

New England has always afforded a market for mixed feed, but in recent years the advance in scientific dairying and the education which farmers have received as to the efficiency of properly balanced rations for milk production, have made the prospects for a home feed industry exceptionally bright. This is particularly true of the E. W. Bailey & Co., who are well known to the entire New England trade, and have made a special study of the requirements of the territory and are sparing no pains to make the best possible feeds for every purpose.

RED CLOVER FOR HAY

Red Clover is in best condition for hay when it is just past full bloom, says the University of Nebraska Agricultural College. At this stage a maximum of protein and dry matter is present; the leaves are still intact and the stems green. Consideration of the second crop will often influence the time of cutting the first crop. When it is planned to leave the second crop for seed it is best to cut the first crop somewhat earlier. This is more favorable for the development of a good seed crop and there is less apt to be insect injury. However, when the Clover crop is cut before it is in full bloom the plants are then quite sappy and it

is rather hard to cure a good quality hay. The present scarcity and price of good home grown Red Clover seed makes seed production an attractive side line and one which may well be considered when deciding when to cut the Clover.

FEED CONFERENCE AT STORRS

For five years the Connecticut Agricultural College at Storrs, Conn., has been conducting an annual conference for New England feed dealers and during this time they have proved their worth to feed dealers who have come from all over the Eastern States to attend. The last meeting was held on July 16 and 17 and those present were rewarded by the valuable open discussions which were conducted on problems which they confront in their businesses and by enlightening papers read by men in the industry who know what they are about.

Reeve Harden, ex-president of the Eastern Federation of Feed Merchants, opened the convention with a talk on "The Management of Retail Stores." In part Mr. Harden said:

It is very probable that the average feed dealer today is carrying a larger amount of accounts and bills receivable than he ever did before, and under the present deplorable milk situation, which is quite general, he is giving the matter of credit very serious consideration. Let me ask right here: Is it any benefit to the farmer to give him unlimited credit? Is it the right kind of education? Does it not tend to make him careless, unreliable and inefficient?

If he is a dairy farmer and receives his returns weekly, semi-monthly or monthly, should he be required to pay his feed bill at that time? If he is a crop farmer, should he be allowed to run an account until he harvests his crops and receives his returns? In other words, should the dealer be his banker? The modern dairy farmer today is largely a manufacturer of milk, and feed is one of the raw materials entering in the manufacture of that article. I ask you, should he be required to pay for his raw material as fast as he receives returns for the manufactured article?

These are questions that confront the manager of any store, but particularly the feed store, and he is compelled to furnish the answer in some manner. Credit, to my way of thinking, is a question of education, and the manner in which credit is extended to a district or community has a great effect on the prosperity of that community. I am sure I am safe in saying that a community that pays cash, or is restricted as to credit is more prosperous and contented than another community under similar circumstances that is allowed unlimited credit until their accounts are so large they become discouraged and quit or continue on in a careless, unbusiness-like manner, unsatisfactory to themselves and those with whom they deal.

I have personal knowledge of a case in a certain town, and no doubt there are others in this conference who know of similar cases, where a man was employed in a store where credit was very much restricted, a policy with which this man did not agree. He resigned and started a store of his own, and in a very short time he was doing a splendid business, almost entirely on unlimited credit. This man struggled and grew old and gray in a few years, and then at an age when he could hardly earn a living at anything, he was compelled to quit without a dollar; his profits were in bad accounts.

There has entered another element in the feed business, as well as in almost every business, and that is the matter of trucking. A valuable salesman has entered the office of the manager of any number of feed stores and explained how, if they only had a truck, or a fleet of trucks, how he could extend his business. With a desire to enlarge his sales, the order was given, the truck or trucks arrive. The manager sends a solicitor out beyond his present trading radius, into the radius of another dealer or dealers. He procures orders under promises of free delivery. Goods are delivered and are seen by other dealers, and to meet the conditions, they order trucks and retaliate by entering the radius of the first dealer, thus producing an unsound and uneconomical situation. Do not these extra expenses incurred have to be paid for by the consumer eventually?

If necessary to make deliveries, would it not be better to confine yourself to a certain limited territory, or would it not be even better to place the matter squarely before the consumer and show him whereby he could save by coming to your store for his goods, and when he does come to you, don't charge him the same price as you would if you delivered it.

I believe the time is near at hand when the farmer, the dealer and all others will be compelled to study economics, insofar as the raising of produce, the making of milk and the handling of merchandise is concerned.

We are living at a time when labor is well paid, when the merchant is getting a fair profit on his sales, but we all know the producer is not getting what he should in comparison with others and he is dissatisfied, and he is commencing to look for the cause and he is turning away from the usual channels, through which he has been selling his produce and purchasing his supplies.

He is being exploited in various ways and by unscrupulous methods, not economically sound. He has been told if he would pool his purchases, he could make a great saving, that if he would co-operate in the sale of his milk or produce, he would receive larger returns; but these things have not come to pass and he is distrustful and restless and he turns his ear and listens to every new thing or issue that is presented.

Cannot we, as feed dealers, get him to listen to us, and are we not able to show him that our way is the most economical way? Cannot we show him whereby we could sell our goods at a closer margin of profit, provided he did not exact so much service, which he is demanding or getting today. We could sell our feed cheaper and still make the same net profit, if we could get the farmer to take a large percentage of his dairy feed on arrival and pay cash; if he would not ask us for extended credit or to have his feed delivered.

Why is so much stress laid on the feed business and the profits of the feed dealer? I would say principally because the feed bill is the largest bill the farmer contracts, and because of the size, he considers the dealer an enemy and he states time and time again if it was not for the feed bill, he could make more money, failing to see if he was not able to get the feed he would make even less.

I would like to ask another question. Why does

the farmer begrudge the few dollars profit which the dealer derives from the feed sold to him, when he will willingly give to the agent for an automobile more profit on the sale of one car than he does to the feed dealer on the sale of feeds for one, two and even three years sometimes?

Do you ever stop and consider what a small net profit you derive on the sale of feeds from one average size farmer? Some of you do know, some of you do not.

Perhaps I have made this unnecessarily long and must draw it to a close, but before doing so I have another suggestion I would like to offer to the person managing a retail feed store. Keep in touch and have a clear understanding with your county agent and your state department of agriculture. They have the interest of the farmer at heart and they are glad to learn any new phase in the feed business, or any other line that affects the farmer along economic lines.

Perhaps they are not getting the exact view of the feed business as seen by the dealer and would only be too glad to confer with you on any problem or disturbing element.

It has been found in a great many instances in the past where the officers of the department, not knowing the facts, have taken very decided views against the dealer, but after several meetings and interviews, they have arrived at an entirely different viewpoint. They have learned that it is not the profit on a ton of feed but it is volume that allows the dealer to continue in business and serve the community. They are also convinced under the present mode of dairying, that it is absolutely necessary to have a distribution of feeds, and it finally reduces itself to the question—Who will distribute? Will it be a dealer who furnishes his own capital and is compelled to give value and satisfaction, or will it be a group of consumers working under a co-operative plan? The answer to that question depends greatly on the manager.

Following Mr. Harden's address a discussion took place in which it was suggested that the charge on bags and the interest on accounts might be eliminated. Mr. Harden said that he eliminates the charge on bags, allowing five cents on a bag, while he charges interest after the second month. He gives every farmer who pays his bill in full every month, 2 per cent discount. Ninety to 95 per cent of his farmers pay monthly. In speaking of the difference of overage and profit Mr. Coles asked whether it wasn't because the feed dealers do not have salesmen that a farmer will pay a great deal more overage for his car than his feed.

Following this, a paper prepared by Milton J. Cushing of Fitchburg, Mass., on "How to Manage a Retail Store" was read by the chairman.

"How to Solve Some of your Business Problems" was the topic handled by C. E. Fraser of the Bureau of Business Research of the Harvard University. He told of the work being done by the Bureau of Research and some of the results of their investigations among merchants. Two of the causes of failures among retail merchants, said Mr. Fraser, were the carelessness of the merchant to figure costs and an improper understanding of what should be included in their cost of doing business.

J. S. Owens, crop specialist of the Connecticut Agricultural College Extension Service, spoke on "The Use of Better Field Seeds" and led in the discussion which followed. He dealt principally with the place which agricultural colleges hold in promoting the use of good seeds and in testing farm crops.

Following this address, A. B. Brown, assistant agronomist of the Storrs Experiment Station, stressed the need of using certified seed.

The second day's program was opened by A. R. Merrill, dairy specialist of the Extension Service at Storrs, who spoke on "Livestock Feeding Problems" as follows:

It may seem strange that with all the work done along feeding lines, together with feeding schools, institutes and bulletins that are constantly coming before the dairymen, this condition remains. Personally the speaker feels that these topics must keep coming up for discussion and educational work continue to be carried on into an almost indefinite future because of the constant change or turn-over in the business. The older dairymen who, by practical experience, have gained much knowledge in feeding are constantly retiring from the field of production and their places are being taken by men who are new at the business. Some of these men may have followed lines of farming other than dairying. Many of them are of foreign extraction and know absolutely nothing about scientific feeding problems. These changes must continue indefinitely and it seems almost impossible to believe that the public can ever be educated with any degree of permanency. This fact should be kept in mind and proper methods taken for the education of all newcomers in the dairy business.

The feeder who is in the business at present has the problem of low prices for milk and high cost of grain feeds squarely confronting him. Like the manufacturer he must be able to adapt his feeding practices to the market conditions. In order that he may do this intelligently he must study, as never before, the principles of feeding.

When high prices are being paid for dairy products and grain prices are not too prohibitive it is a comparatively easy matter to balance up a desirable grain ration, but with the opposite conditions prevailing, it requires much more skill and judgment in order to compound a grain mixture that will meet the physical needs of the dairy cow and the financial needs of the dairyman's pocket book.

Commercial feeds are purchased for the purpose of supplementing the roughage feeds that are commonly raised on the farm.

The new England dairymen raises two classes of roughages. One class includes silage, Timothy hay, mixed hays, oats and other similar non-legume feeds. All of these are high in carbohydrates, and probably represent the class of roughages most in use on our dairy farms. The other class of roughage, that ought to be grown more abundantly than

ever, is represented by the Clovers and Alfalfa, commonly known as the legume crops. This class is much higher in protein and furnishes a roughage form of this element that is of the utmost importance to the milk producer. The classes of grains needed to properly balance the ration of these two forms of roughages are entirely different.

The grain market usually offers a wide range of materials from which to choose. This being the case the important question to decide is which of the available feeds is most economical to purchase, since it is evident that the grain offered at the lowest price is not necessarily the most economical for all purposes. It is not possible to say that we have any simple method for determining which grain can be used to the best advantage, but a careful comparison of the digestible protein contained in the different feeds based on the cost value of this protein may be a great help in making the final selection. This may be especially true since the fats and carbohydrates are produced quite economically in the roughages that are grown in the farm.

It is understood that the forms of protein vary in their actual values and it is not easy to tell which form will always give the best results or be assimilated with the least energy. It frequently happens that a feeder makes use of a general feed or so-called proprietary feed. In such cases a knowledge of the total digestible nutrients of all the feeds entering into this mixture will prove of utmost value and may assist materially in the proper use of the feed. The ultimate value of the feed will most certainly depend upon the amount of total digestible nutrients that it contains. The amount of crude protein, fat, carbohydrates and fiber that a feed contains can serve only as an approximate guide in its purchase. It is not the purpose of the speaker to go into the technical details of feeding; he prefers rather to touch on a few points that may or may not seem worth while to you, gentlemen, who represent the great body of grain distributors.

The dairy situation in New England is at a critical period in its history. Marketing and production methods are both due for an overhauling. It is only reasonable that the consuming public should expect to purchase dairy products that have been produced with as high a degree of efficiency as is expected to prevail when any other food commodity is purchased. There is no question but that the dairyman will be required to face this demand fairly and squarely. The future success of the dairy industry of New England depends upon how successfully he meets this issue. He must cull his boarder cows as never before and he must feed the producers left in the most economical manner possible. Dairymen will need plenty of courage to go on with their business successfully and they are going to need lots of help from every available source. County agents, dairy specialists and other agricultural agencies must assist in all ways practical.

The speaker believes that you, gentlemen, representing the grain distributing agencies that you do, can assist in this movement in a way that will prove of utmost value. The dairy farmer needs assistance in buying, in compounding rations and in numerous other ways. The county agents, agricultural college, etc., have only scarred the surface in the work that may be done along this line. You, gentlemen, meet him every day in the year and it is for your interest as well as his that you give him all educational assistance possible. It would be well worth your while if you would question him regarding the roughage that he is using. Find out whether it is a non-legume roughage or one carrying considerable Clover or Alfalfa, then try to recommend for his purchase such feeds as will balance up this roughage to the best possible advantage. If he is feeding a high protein roughage he does not need a high protein grain ration and if his roughage is of poor quality it is not good policy to sell a grain ration too low in protein. Pasture grass during the months of May, June and July is usually in such a luxuriant growing condition that it does not require a grain ration carrying a high protein to balance it, nevertheless there are tons of expensive 24 per cent protein feeds sold every summer for this purpose.

In many instances this extra forcing causes the cows to lose much more flesh than is natural or desirable. The speaker knows of several instances where dairymen have used high protein feeds and have complained to their local grain dealer that the cows were losing flesh. In all but one instance that the speaker knows of the dealers had informed the dairymen that he was not feeding enough grain, with the result that he fed the high protein feed still more heavily which nearly ruined his cows. One dealer, upon finding that the dairymen was feeding a 24 per cent grain ration, recommended that he reduce the amount of protein by the addition of a mixture of ground oats and hominy. This was a particularly advisable suggestion and resulted in an increased milk flow at a reduced expense. It also tended to keep the flesh on the animals throughout the entire summer. Such suggestions and interest shown on the part of the feed dealer can only increase his strength in the section where he is located. The success in dairying in New England depends upon economical production. Your ability to assist in this work will only insure success in your business. It would seem that every feed dealer could well make a study of different feeds that may be used to advantage. There are times when certain ingredients are entirely too high to warrant their use. It should be possible to make substitutes and use other ingredients in compounding grain mixtures that will reduce their cost. There are a great many rations sold on the market today that are excellent in composition and have a reputation as to quality and yet it is hard to believe that these rations could not be changed materially, in the face of high prices on different ingredients, and new combinations produced that would give equally good results. It would seem only reasonable to make changes in rations in order to adapt them to different grain prices, bearing in mind when these changes are made that the bulk, palatability, physical affect, low fiber content and high percentage of total digestible nutrients be maintained. There is no mystery or alchemy in the compounding of a ration and the dealer who will mix a ration intelligently with respect to different ingredients used and with due regard to the need, should be in a position to put a feed on the market and meet cost competition.

The dairymen must have a good ration at as reasonable a cost as possible and it is good policy to study every available detail of the business in order to make it possible to produce such a feed. There are sections in Connecticut where the farmers are receiving an average price of only \$1.30 per hundred for milk. At such a price every possible economy must be practiced. The assistance that you, gentlemen, can give by careful study of farm and feeding conditions in general will prove of great value in helping the dairymen to lower the cost of milk production. The speaker feels that there are several points that he has touched on that may be worth discussion. If there are any questions that

you wish to bring up regarding the above statements he will do the best he can to make clear his meaning.

The problem of trucking and trucking costs was handled by A. P. Marsh, president of the Interurban Transfer & Storage Company and Clifford M. Blatchely, treasurer of Meech & Stoddard, Inc., of Middletown, Conn.

Donald A. Adams, first vice-president of the Rotary International, followed with an address on "Business Ethics," which was followed with great interest by the feed men.

B. W. Ellis explained to the attending delegates just what the extension service at Storrs is intending to do, how it is organized and something of the opportunities afforded for dealers to co-operate in the work to the mutual advantage of all concerned.

A decidedly practical talk was given by R. C. Bosworth of Bosworth Bros., of Putnam, Conn., on "Our System of Watching Sales and Purchases." This address will be run in full next month, because of lack of space in this issue.

The convention was closed with a brief address by Mr. Harper, manager of the Watertown Co-operative Association of Watertown, Conn., on "Service to Farmers." The ladies at the convention were addressed by Mrs. Marion D. Dakin, nutrition Specialist at the Home Economics Department of the college, on "Pursuing the Vitamins" and Miss Marie G. Lundberg on "Wise Investments in Labor Saving Equipment."

WISCONSIN'S FEED BILL

Wisconsin farmers spent an average of \$228 on feed last year, reports L. F. Graber of the Agronomy Department, Wisconsin College of Agriculture. Mr. Graber in commenting on the situation said the quickest way to reduce this feed bill is to increase the Alfalfa acreage. The acreage in this forage crop has already been increased from 18,000 acres in 1909 to 217,000 acres in 1924.

FEEDINGSTUFFS EXPORTS

During the month of June, there were exported from the United States, feedingstuffs totaling 81 tons bran and middlings, 418,500 pounds screenings, 26 tons corn feeds, 296 tons of other mill feeds, 6,158 bushels sorghum, kafir and milo maize, and 1,225,582 pounds of prepared feeds, not medicinal. Japan was a big purchaser, buying 378,400 pounds of screenings and 100 tons prepared feeds. Canada took most of the sorghum, kafir and milo maize, with 5,588 bushels and Cuba ranked first in the purchase of prepared feeds, taking a total of 801,254 pounds.

HAY IN POOR CONDITION

We are receiving new hay and have been for the last two weeks and find same in poor condition. There is more or less heating or hot condition caused by the hay being baled before it is properly cured. We will have as much hay on this crop in our territory as we had last year. Owing to the hay being in poor condition, it is moving very slowly and at a pretty low range of prices. However, if the weather is favorable, hay should cure out pretty well within the next two weeks. Old hay, we believe, is pretty well cleaned up in our territory.—Nanson Commission Company, St. Louis, Mo. Letter of August 11.

NEW JERSEY IMPROVES HAY INSPECTION SERVICE

A Federal hay inspection service has been established in New Jersey and Guy F. Mayo of the State Bureau of Markets has been licensed as Federal hay inspector with headquarters at Trenton. Federal hay inspectors are also located at Philadelphia and New York City, who are available for inspections at points near those cities in New Jersey, and with Mr. Mayo now located at Trenton, western shippers are now assured of being able to obtain Federal inspection at almost any time in the large consuming hay territory in the central and northern part of New Jersey.

SUPPLY EXCEEDS DEMAND

While receipts of all grades of hay are not heavy, yet apparently more than sufficient is arriving to meet the exceedingly light demand with prices unsatisfactory, as will be noted below. The major portion of the arrivals is new hay. Very little demand for old hay; buyers being unwilling to pay the premium over the new.

Receipts of straw have been more liberal; all arrivals being new wheat straw in good condition. Receipts of packing hay still continue exceedingly light, with a good demand prevailing and prices firm. Lower grades are not wanted at any price. The condition of our market on both hay, wheat and coarse grains is very dull. It seems that there is practically no demand for either.

New No. 2 Timothy hay is going begging on this market at \$16 to \$16.50; and while Chicago prices on No. 2 Yellow shelled corn are around \$1.28 to \$1.30, you can readily buy it from country points from the

Pittsburgh dealers at \$1.24 to \$1.26. The same condition applies to oats.

Pittsburgh being the gate-way to the coal sections in Fayette and Westmoreland County, and which business has been seriously affected, is the opinion of most of them that conditions will not change in this district until the presidential election in the fall.—Samuel Walton Company, Pittsburgh, Pa. Letter of August 11.

WISCONSIN HAY GOOD

Hay has been a big crop for farmers in southern Wisconsin this year, with a condition of 88 per cent, compared with 68 per cent last year. Northern Wisconsin has had average yields of hay, but less heavy than those in the southern portion of the state. The present condition indicates a crop 24 per cent above last year and 11 per cent above the five-year average. Very little Clover and Timothy hay has been cut up to this time, and good haying weather is needed to harvest the crop.

The first growth of Alfalfa was rank and in many cases, extremely heavy. A yield of 1.9 tons is reported for the first cutting, which was difficult to cure due to frequent rains. There is enough moisture in the ground to give the second crop a good start.

NEW FEED BRANDS

"AA-1" animal molasses feeds. Huntsville Warehouse Company, Huntsville, Ala. Filed May 20, 1924. Serial No. 197,330. Published July 1, 1924.

"HIAWATHA" animal feed. Hiawatha Gin & Manufacturing Company, Inc., Wilmington, Del., and Jackson, Miss. Filed May 14, 1924. Serial No. 197,028. Published July 1, 1924.

"RED FEATHER" poultry feeds. M. C. Peters Mill Company, Omaha, Neb. Filed March 24, 1923. Serial No. 177,994. Published July 1, 1924.

Poultry feeds. M. C. Peters Mill Company, Omaha, Neb. Filed March 24, 1923. Serial No. 177,922. Published July 1, 1924.

"TURKEY TROT" cornmeal, corn chops, corn bran, Alfalfa meal, crushed corn, horse feed, dairy



feed, steer feed, chicken feed. The Cuero Mill & Feed Company, Cuero, Texas. Filed April 5, 1924. Serial No. 195,953. Published July 8, 1924.

"YEAST MINERAL SUPPLY COMPANY" cattle, swine, horse, dairy, and poultry feed. Paul S. Casey, doing business as Yeast Mineral Supply Company, Peoria, Ill. Filed March 27, 1924. Serial No. 194,526. Published July 8, 1924.

"ABTEX" dairy ration, dairy feed with molasses, cow feed, horse and mule feed, high power fattening feed, hog feed, egg laying mash, hen fattener, hen scratch, baby chick scratch, grain bone and buttermilk starter, growing mash, whole wheat flour and cream meal. Texas Mill & Elevator Company, Abilene, Texas. Filed September 13, 1922. Serial No. 169,427. Published July 22, 1924.

"EVENTUALLY-GOLD MEDAL" poultry and stock feed. Washburn-Crosby Company, Minneapolis, Minn. Filed March 4, 1924. Serial No. 193,259. Published July 22, 1924.

"HONEY DEW" cereal stock and poultry feed and mineralized stock and poultry feed. Fred W. Simpson, Chicago, Ill. Filed May 9, 1924. Serial No. 196,829. Published July 29, 1924.

Not Subject to Opposition

"SUPERIOR" feed for chickens, pigeons, horses, cattle and pigs. Universal Mills, Fort Worth, Texas. Filed April 28, 1924. Serial No. 196,278. Published and registered July 1, 1924.

Trademarks Registered

186,329. Yellow corn chop, soft wheat bran, soft wheat mill run, mixed feed, Soft wheat shorts, hog feed, Alfalfa molasses feed, horse and mule feed, hen scratch, chick scratch, laying mash, cream meal and cornmeal. Holland O'Neal Milling Company, Mount Vernon and Springfield, Mo. Filed October 12, 1923. Serial No. 186,905. Published February 12, 1924. Registered July 8, 1924.

186,518. Dairy feed. Quisenberry Feed Manufacturing Company, Kansas City, Mo. Filed July

9, 1923. Serial No. 182,995. Published May 6, 1924. Registered July 22, 1924.

186,557. Cornmeal, mill feeds, consisting of bran middlings and ship stuffs, cracked corn; horse, hog, dairy and poultry feed. Bolling Lynn Robertson, doing business as Manassas Feed & Milling Company, Manassas, Va. Filed September 12, 1921. Serial No. 152,864. Published March 27, 1923. Registered July 22, 1924.

186,585. Middlings, dairy feed, wheat flour, mixed feed, meal and stock feed. Charleston Milling & Produce Company, Charleston, W. Va. Filed February 28, 1924. Serial No. 192,960. Published April 29, 1924. Registered July 22, 1924.

186,773. Poultry feeds, especially laying mash, scratch grains and growing feed. H. C. Puffer Company, Springfield, Mass. Filed March 28, 1924. Serial No. 194,617. Published May 13, 1924. Registered July 22, 1924.

186,847. Cornmeal, Graham flour, whole wheat flour, poultry scratch food, laying mash, dairy food, birdseed, etc. Long Beach Milling Company, Long Beach, Calif. Filed January 4, 1924. Serial No. 190,419. Published May 13, 1924. Registered July 22, 1924.

187,164. Prepared feed for livestock. Arcady Farms Milling Company, Chicago, Ill. Filed March 25, 1924. Serial No. 194,389. Published May 13, 1924. Registered July 29, 1924.

187,297. Poultry foods. Thos. Southard Poultry Supply Company, Kansas City, Mo. Filed July 24, 1922. Serial No. 167,335. Published May 13, 1924. Registered July 29, 1924.

HIGH HAY AND PROFITS

Hay is considerably higher in Idaho this year than it has been for several years, costing the farmer about \$12 a ton. Farmers have been tempted therefore to sell their herds, but the Idaho Agricultural Experiment Station points out the fallacy of such a policy, for cattle bring little or nothing when feed is scarce and high and when feed gets cheaper and more plentiful, the cattle will cost the farmer much more than they get now.

Idaho dairymen are warned to keep their herds, but to cull their herds and get rid of the low producing cows. Because of the high price feed, it is important that only high producers be kept on the farm. The following table published in 1923 by the Cow Testing Association proves this point:

COMPARISON OF AVERAGES OF TEN HIGH AND TEN LOW PRODUCING COWS									
	Lbs. Milk	Lbs. Fat	Value of product	Cost of feed	Profit above feed cost	Return for \$1.00 expended for feed	Feed cost per 100 lbs. milk	Feed cost per lb. fat	Feed cost per 100 lbs. milk
High Cows	12,007.5	506.1	226.88	\$78.95	\$147.93	\$2.87	.62	.156	
Low Cows	4,070.5	136.3	63.65	40.42	23.23	1.58	.955	.30	
Difference	7,936.9	369.8	163.23	38.53	124.70	1.29	.335	.135	

HAY LOWER IN NEW YORK

By C. K. TRAFTON

In the judgment of conservative and experienced members of the hay trade, the sluggishness and downward tendency prevailing during the month under review were by no means surprising. Indeed such conditions were to have been expected, because wholly seasonable. In fine it was the consensus of opinion that almost all buyers keep out of the market as much as possible at this stage, or during the transition from the old to the new crop basis. As invariably the case, this was particularly true of ordinary or inferior grades, as the great majority of distributors or consumers are decidedly unwilling to carry noteworthy stocks into the new crop year, only keeping a moderate supply of choice Timothy or Light Clover Mixed in large bales, in order to keep up assortments until new or strictly prime quality has arrived.

In addition it was almost universally understood that farmers and country shippers would make large shipments, and almost invariably of common or inferior grades in order to "clean up," or make room for the new crop. As a consequence receipts have been fairly heavy, in part by river and canal boats, of exceedingly common grades or poor trash which embraced excessive quantities from Canada. Evidently a large percentage of this hay has been held for a long time as it showed clearly that it was "shop worn," or to be exact had deteriorated appreciably in the barn or elsewhere. Instances were sighted where part of this Canadian hay had cost the original shipper \$12 a ton and after it arrived here it could not be sold for more than that price, as it was not fit for this market, consequently it was obvious that the shipper lost the freight and other charges. Manifestly this again confirms numerous warnings I have written anent the danger or absurdity of sending in hay to this market that was not strictly good to choice.

There are numerous buyers who claim they were disappointed because prices for good to choice grades did not decline to a far greater extent. Indeed it was generally believed that a bigger decline would have occurred had it not been for the extraordinary rapid advance in cost of other feed

(Continued on page 130)



EASTERN

D. O. Christman has sold his elevator at Weissport, Pa., to David R. Diehl.

Capitalized at \$10,000, the Brooklawn Grain & Feed Stores, Inc., has been incorporated at Bridgeport, Conn. Morris Gross and others are interested.

H. U. Bean, a grain and feed dealer of Philadelphia, Pa., has retired from business, due to poor health.

New machinery is to be installed in the plant of the Rochester Hay & Grain Corporation at Honey Falls, N. Y.

To deal in grain, feed, etc., the Tallcot Milling Company was incorporated at Skaneateles, N. Y., capitalized at \$100,000. The company was incorporated by G. M. Tallcot.

Ernest A. Howard has retired as a member of the Barre Grain Company of Barre, Mass. Robert Mandeville is now associated with Miles I. Brown, who was the junior partner of Mr. Howard.

The grain and grocery business of the late Frank L. Butler at Farmington, Maine, has been taken over by J. B. Ham Company of Lewiston. C. W. Steele has been employed as local manager.

R. M. Diehl and Montgomery Whiteman have organized at Chambersburg, Pa., as the Chambersburg Grain Company. Mr. Diehl was formerly a member of the grain and elevator firm of Walker, Diehl & Walker.

Articles of incorporation have been filed by the Holley Produce Company, Inc., of Holley, Orleans County, N. Y., to conduct a grain business. The firm is capitalized at \$10,000. John H. Ryan, William G. Dailey and Robert G. Hogan are interested in the firm.

The Reading Railway Company has announced that it has virtually completed plans for the new grain elevator to be erected at Port Richmond, Va., and construction will begin sometime this month. The elevator will be of 3,500,000 bushels' capacity and will include some of the most modern devices for handling grain.

THE DAKOTAS

A grain elevator of 25,000 bushels' capacity is to be erected at Lehr, N. D.

The Farmers Elevator at Tioga, N. D., has been bought by E. O. Dickinson.

A new chain drive is being added by the Farmers Grain & Stock Company of Scotland, S. D.

A. J. Wiest bought the Farmers Elevator at Sykeston, N. D., for the consideration of \$8,000.

H. A. Stevens has been succeeded as manager of the Farmers Elevator Company of Ipswich, S. D., by H. J. Hasvold.

Elmer Evans is succeeded as manager of the Farmers Grain & Fuel Company at Josephine, N. D., by Oscar Erickson.

The two elevators of the Farmers Elevator Company at Berea (Valley City p. o.), N. D., are being repainted and repaired.

The elevator at Ryder, N. D., is to be rebuilt by the Farmers Equity Elevator Company. The old house burned last June.

A 25,000-bushel elevator has been started at Bowbells, N. D., for A. C. Wiper. The contract for the construction work has been let.

A new scale and dump are to be installed by the Ree Valley Farmers Co-operative Association of Orient, S. D., and the plant will be remodeled.

N. J. Pearce, E. G. Ranum, P. M. Sheveland, A. J. Fox and R. O. Lion have incorporated at Van Hook, N. D., as the Reservation Grain Company, capitalized at \$20,000.

The following South Dakota grain concerns have installed Strong-Scott Pneumatic Dumps: Miller Elevator Company at Peever, Wilmot, Andover, Rosholt and Eden; Farmers' Elevator Company, Farmer; Miller Elevator Company, Corona and Siseton; Equity Co-operative Association (two dumps), Wilmot; Atlas Elevator Company, Blunt; Farmers Elevator Company, Arlington; Powers Elevator Company, Southheart; Hayti Farmers Elevator Company, Hayti. The following North Dakota companies have also bought the dumps: Perth Elevator Company, Perth; Powers Elevator Company, Cleveland; Farmers Co-operative Elevator Company, Cleveland; Courtenay Farmers Co-operative Association (two dumps), Courtenay; National Ele-

vator Company, Tolna; National Elevator Company at Kenaston, Kelso, Zahl, Hanks, Lansford; Atlantic Elevator Company, Chola; A. C. Wiper, Bowbells.

E. H. Woodruff, L. H. Smith, H. N. Smeby, P. A. Frederickson and C. O. Hefty have incorporated at Colfax, N. D., as the Colfax Grain Company. Its capital stock is \$25,000.

A new elevator company is being organized at Sturgis, S. D., which will either build a new elevator there or buy the one located there, the property of the Rapid City Milling Company.

Carter E. Pedergast is now under the management of the Northwood Equity Elevator Company of Northwood, N. D. The company will build an annex immediately with capacity of 20,000 bushels.

The elevator of the Eaton Bros. at Murdo, S. D., has been sold to the Peck Bros. of Brunsville, Iowa. Otto Peck will have charge of the elevator. The Eaton Bros. will continue to engage in stock buying.

F. M. Walton, J. R. Crowley, R. E. Griffin, F. W. Leamer and H. Hermanson have filed articles of incorporation at Ellendale, N. D., as the Ellendale Grain & Produce Company. Its capital stock amounts to \$25,000.

INDIANA

A feed grinder is to be installed in the elevator of the Urmston Grain Company at Galveston, Ind.

A gravity loading coal bin has been installed by the Farmers Elevator Company at Mt. Vernon, Ind.

Repairs and remodeling is being done to the elevator of the Mayer Grain Company at Churubusco, Ind.

Business has been started again in the elevator of Peter Backer & Son, at Troy, Ind., by J. G. Feulner.

The Delp Elevator at Bourbon, Ind., has been sold by Peter Jahnowski to Frank Eishman and C. W. Studel.

A new seed cleaner has been installed in the elevator of the Farmers Co-operative Company at Merom, Ind.

A 20-horsepower motor has been installed by the Busenbark Grain Company of Crawfordsville, Ind., replacing the steam plant.

The grain elevator at Witt (mail to Kitchel), Ind., has been bought by A. N. Hudson of Kitchel and Frank Demoret of Bath.

The Silver Lake, Ind., elevator which J. E. Gall bought recently from William M. Grave is now in operation under his management.

Scott & Snyder have bought the elevator at Shelbyville, Ind., formerly owned by Richards & Lawson and the American Hominy Company.

New bins have been built to the elevator of the Farmers' Grain & Seed Company of Darlington, Ind., and other repairs have been made.

Articles of incorporation were filed for the Western Indiana Grain Shipping Company of Terre Haute, Ind. The company is capitalized at \$1,000.

Jesse Winders of Arcadia has bought for \$17,500, the property of the Farmers' Co-operative Elevator at Arcadia, Ind., which has been in the hands of a receiver for several months.

The business of Green & Innis at Milroy, Ind., has been bought by W. M. Bosley of Milroy, whose elevator burned in May. He will continue in business with Willard Colter as his assistant.

The elevator of the Lapel Lumber & Grain Company at Lapel, Ind., is under the management of Frank Vickery. He was formerly in charge of the Mayer Grain Company's elevator at Bippus.

To conduct a general grain and feed business, W. J. Clements, R. W. Cossell and H. M. Bristol have incorporated at Camden, Ind., as the Camden Elevator Company. Its capital stock is \$25,000.

The Beck Grain & Feed Company was incorporated at Shelbyville, Ind., and has bought the property of the American Hominy Company. The directors are Walter R. Beck, Lora M. Beck, Russell B. Hilligoss and Irene M. Hilligoss.

Samuel B. Bell, Charles H. Vincent and Frank Huggins have organized a company at Evansville, Ind., capitalized at \$50,000, to handle grain on a large scale. Ground has been bought with a large river frontage and elevator units will be erected immediately. The plant will be run by electric

power. Terminals will be erected also for river and rail shipment and it is planned to secure a line of boats to operate in Ohio, Cumberland and Tennessee Rivers, giving full access to southern points.

The property of the defunct Farmers Co-operative Elevator Company at Hortonville, Ind., has been sold by Receiver A. M. Stepheson to Grant Caca of Noblesville. A company of farmers bought the property three years ago and it lost money after the first year.

Capitalized at \$20,000, the Rolling Prairie Grain Company has been incorporated at Rolling Prairie, Ind., to conduct a wholesale and retail grain, coal and building material business. Chas. F. Pears, Walter J. East and Harold C. Wolcott are interested in the business.

J. P. Lackey has commenced his activities as manager of the Indiana wheat pool. He was for the last two years and a half handling the buying and selling of grain for Early & Daniels of Cincinnati, and was engaged in the grain business for 12 years at Nashville, and Knoxville, Tenn.

A wholesale seed business and five elevators are to be conducted at Fort Wayne, Ind., by Louis Wolf and Chester J. Nathan under the name of Nathan & Wolf Company. Mr. Wolf was formerly associated with Henry Hirsch, seed dealer, and Mr. Nathan has been in the grain business operating elevators under the name of the Nathan Grain Company.

Snider, Kinney & Mannon, owners of the Fountaintown, Ind., elevator have bought the two grain elevators and feed mill at Morristown, Ind., owned and operated for the last five years by the Wolf Grain Company. Extensive improvements are to be made to the plant under the management of Claude Chisson of Delphi, including the installation of new machinery. Following the sale of the property, the Wolf company will be disbanded and H. G. Wolf, the senior partner, will retire.

ILLINOIS

New dumps, spouting and roof have been put on the Farmers' Elevator at Clinton, Ill.

J. H. McNeill is succeeded as dealer in grain, coal and seed at Erie, Ill., by A. D. McNeill.

The Ed Hendricks Elevator at Lane, Ill., has been leased by Hight & Cline of Decatur.

A 30,000-bushel elevator is to be built at Beardstown, Ill., for the Havana Co-operative Grain Company.

A 20-horsepower oil engine has been installed in the house of the Weston Grain Company of Weston, Ill.

The elevator of the Farmers Elevator Company at Mason City, Ill., has been equipped with new machinery.

Considerable enlarging has been done to the plant of the Walshville Grain & Livestock Company of Walshville, Ill.

The Eureka Farmers Co-operative Company of Eureka, Ill., has equipped its elevator with new grain conveyors.

A new elevator is to be built at Fancy Prairie, Ill., replacing the Farmers' Elevator which burned a short time ago.

The grain elevator at Junction, Ill., formerly owned by the late Henry S. Houghton, has been leased by Ben Axford.

The Junction Grain Company's elevator at Petersburg, Ill., has been leased by Ben T. Axford who will operate this summer.

Milton Booth is succeeded as manager of the Farmers Co-operative Elevator Company at Atkinson, Ill., by Andrew Allen.

B. W. Cunningham now operates the elevator of the Montelius Grain Company of Piper City, Ill., which went out of business on August 1.

Edwin Charl, C. E. Fairchild and Sim Fernandes have incorporated at Rochester, Ill., as the Rochester Grain Company, capitalized at \$10,000. The company will deal in grain, hay, straw, feed, flour, seed and livestock.

The two elevators at Homer, Ill., formerly owned by the Farmers' Elevator Company have been bought by J. C. Koehn & Co. They will engage in the grain and coal and feed business. The farmers company has been dissolved.

L. J. Tinker has resigned as manager of the Saunemin Elevator Company's elevator at Eylar

(mail to Saunemin), Ill. He has moved to Wing, where he will be in charge of the Wing Farmers Grain Company. T. E. Orr succeeds him at Eylar.

A new elevator of 20,000 bushels' capacity is to be erected at Pontiac, Ill., for the Pontiac Farmers' Grain Company. George Saathoff of Peoria is the contractor.

The old building at Fairfield, Ill., which for years housed the grain, seed and coal business of C. E. Castle is being removed and will be replaced by a new building.

The interest of Wilbur F. Goodspeed in the Tuscola Grain Company at Tuscola, Ill., has been bought by W. Ernest Orndorff of Mattoon. W. F. Hopkins will continue as Tuscola manager.

Mr. Werner of W. M. Werner & Son of Beecher, Ill., has bought the elevator of the Crete Grain Company at Crete, Ill., from William Seggebruch, the principal owner. The house will be repaired.

The Rialto Elevator Company, with headquarters at 907 Postal Telegraph Building, Chicago, has been formed to lease and operate the Wabash Railway Elevator, which has a capacity of 1,500,000 bushels.

The Griswold (Cullom p. o.), Ill., elevator owned and operated for several years by the Rogers Grain Company of Chicago has been bought by the Griswold Farmers Grain Company and possession has been given.

WESTERN

A new elevator is under course of construction at Hysham, Mont.

The warehouse of the Pacific Coast Elevator Company at Connell, Wash., is being repaired.

The new elevator of I. J. Taylor at Paoli, Colo., has been completed and is ready to receive grain.

The capital stock of Strauss & Co., Inc., of Portland, Ore., has been increased from \$1,000,000 to \$1,200,000.

A new grain warehouse is to be built at Ruff, Wash., by the White-Dulaney Company, replacing the one which burned.

A. E. Thayer of Ewan has succeeded Charles Harbour as agent for the Palmerton Moore Grain Company at Rosalia, Wash.

The offices of Kerr, Gifford & Co., have been moved from La Crosse, Wash., to Colfax, and Irwin H. Jones will be in charge.

The warehouse of the Puget Sound Elevator Company at Ritzville, Wash., has been leased by the O'Neill Grain Company, Spokane, Wash.

The warehouse of the old nitrate and fertilizer company at Vale, Ore., has been remodeled and repaired by the Vale Grain & Feed Company.

The two warehouses of the Kerr, Gifford & Co., at Rock Creek and Roosevelt, Ore., have been bought by the Collins Warehouse Company.

D. C. Howard has taken over the Kerr-Gifford Warehouse at Craigmont, Idaho. He was formerly manager of the Farmers' Warehouse at Fenn.

A 15,000-bushel grain elevator is to be erected at Forsyth, Mont., for the Rosebud Mercantile Company. It will replace the house burned in 1923.

The warehouses of the Kerr, Gifford & Co., at Garfield, and Walters Siding, Wash., have been bought by the Garfield Union Warehouse Company.

The McKay Warehouse which burned will be rebuilt by the Waitsburg (Wash.) Farmers' Union Warehouse Company, which operated the house.

L. C. Lukins of Pullman is now Colfax, Wash., agent for Strauss & Co., successors to the Northern Grain & Warehouse Company succeeding the late C. A. Frazier.

A medium sized elevator is to be built in the near future by the Strasburg Co-operative Company at Strasburg, Colo. L. R. Willits is president and A. O. Calhoun is secretary of the firm.

Martin Muench of Denver is now in charge of the new elevator and storage warehouse of the Sunset Milling & Grain Company at Los Angeles, Calif. He has been with the firm for many years.

The office, warehouse, and plants of the McDonald Grain Company in eastern Washington have been bought by the White Dulaney Company of Spokane, Wash., a subsidiary of the Fisher Flour Mills.

An 18,000-bushel elevator, ironclad, is to be erected at Genoa, Colo., for the Robinson Wyatt Grain Company. It is to be equipped with an engine, truck dump, automatic scale and elevator leg.

M. D. Coffin, G. Bowersox, and Chas. A. Miller have bought the elevator of the Farmers Union Co-operative Elevator & Supply Company at Longmont, Colo., which has been in the hands of a receiver.

The Kellogg Grain Company has been incorporated at Eckley, Colo. It is a subsidiary of the O. M. Kellogg Grain Company of Denver, and was incorporated to give the local manager stock in the firm.

The Pacific Coast Elevator Company is to re-establish an office at Lewiston, Idaho, after having been out of that territory for two years. Peter Muench will represent the company. The ware-

house at Olson and that at Tammany are being dismantled and will be moved and re-erected at Lewiston. The Tammany house will be rebuilt at Sweetwater. The company also will take over the warehouse at Lapwai, operated by Mr. Muench.

The Turner Warehouses at Whetstone (no p. o.), Delaney and Turner, Wash., have been bought from B. M. Turner by Younger & Israel. Mr. Turner will operate the Pacific Coast Elevator Warehouse System.

The Centennial Mill Company of Spokane, Wash., has let the contract for the erection of seven concrete grain tanks at a cost of \$15,000. The new storage facilities will enable the mill to handle from 30 to 35 additional cars of grain at one time.

A new elevator is being built at Billings, Mont., by the Deaneaux Grain Company of Minneapolis which will be operated by Strauss & Co. The new elevator will have a capacity of 25,000 bushels and will occupy the site of the one which burned three years ago.

H. K. Robbins is now associated with the Morrison-Kleinberg Company of Ellensburg, Wash., after having served four years as local manager of the Macdonald Grain Company. Previous to this he had been for 16 years manager of an office in Douglas County.

Hanson & Alair, of Miles City, Mont., composed of Charles Hanson and E. E. Alair, have let the contract for a 25,000-bushel elevator. The plant will cost \$10,000 and will be ready for operation September 1. Mr. Hanson and Mr. Alair have been identified with the Miles City Milling & Elevator Company and are thoroughly conversant with the grain business.

An addition has been completed for the Ambler Grain & Milling Company of Los Angeles, Calif., which increased their floor space to 25,000 square feet and their storage space to 10,500 bushels. Their unloading capacity of bulk grain will be 1,000 bushels per hour which will be conveyed to their new grain separator and which will take care of cleaning at the same rate.

The following Montana companies have bought Strong Scott Pneumatic Dumps; Gallatin Valley Milling Company, Danvers; Montana Elevator Company, Danvers, Coffee Creek and Pendroy; Farmer Elevator Company, Broadview; Benchland Grain Company, Benchland; Judith Basin Grain Company, Coffee Creek; Kalispell Flour Mills, Kalispell; Equity Co-operative Association, Brady; W. P. Deveraux Company, Hysham; St. Anthony & Dakota Elevator Company, Benchland; Star Elevator Company, Rapelje.

IOWA

The local office and elevator of the St. John Grain Company at Gilbert, Iowa, have been closed.

The Farmers Elevator Company of Iowa Falls, Iowa, has erected a new office building there.

James Elder of Spencer, succeeds Dick Rising as manager of the Farmers Elevator at Hobarton, Iowa.

A new truck dump has been installed in the Farmers Grain & Coal Company's property at Rolfe, Iowa.

A new boot, new ear corn cups and a new drive are being added by the Gilbert Grain Company of Gilbert, Iowa.

The business and buildings of the Garry Grain & Fuel Company at Eagle Grove, Iowa, has been bought by F. M. Joyce.

A new 10-ton truck scale has been installed by R. C. Kipp of Elliott, Iowa, and his elevator, office and coal sheds have been repainted.

The building and stock of the Haverhill Co-operative Elevator Exchange at Marshalltown, Iowa, has been bought by William L. Stalzer.

The Farmers Elevator Company of Arcadia, Iowa, and the Farmers Elevator Company of Sibley, Iowa, have installed Strong-Scott Pneumatic Dumps.

M. H. Barker is now manager for the Little Cedar Grain & Coal Company at Little Cedar, Iowa. Several improvements are to be made to the building.

The elevator of the Home Lumber Company at Vining, Iowa, has been equipped with an electric motor, and extensive repairs are being made to the house.

Richard Sipma is now manager of the Farmers Elevator at Carnes, (Alton, r. d.), Iowa, succeeding Otto De Jong, who is now manager at Bigelow, Minn.

The stock of millfeeds, tankage, coal and book accounts of the McCord Grain Company at Long Grove, Iowa, has been bought for \$1,969.93 by E. H. Auschutz.

A grain office has been opened at Algona, Iowa, by Earl Stotts and Henry Pletch who will operate as the Stotts-Pletch Grain Company. A membership on the Chicago Board of Trade has been bought and the firm will utilize the private wire service through James E. Bennett & Co. Mr. Stotts was formerly manager of the Algona branch

of Bartlett Frazier & Co. and Mr. Pletch was manager of the branch office there of the Henry Rang Grain Company.

The Farmers Grain & Stock Company has been incorporated at Creston, Iowa, succeeding the Farmers Co-operative Grain & Stock Association. Its capital stock is \$33,000.

An elevator at Lakonta, Iowa, owned by Greig & Stockdale has been bought by the Farmers Co-operative Elevator Company of Stevens, which will move it to Stevens and rebuild there.

The Welton Elevator Company's elevator at Welton, Iowa, has been equipped with a new electric motor. The grain pit has been remodeled and the grain chutes have been lined with galvanized iron.

The grain elevator at Algona, Iowa, formerly controlled by the Bowles, Billings & Kessler has been bought from the Olds Seed Company by Fred Anderson who is now making repairs on the establishment.

The Ontario Grain & Coal Company of Ontario, Iowa, has changed its name to the Ames Reliable Products Company with headquarters at Ames, Iowa. Hog mineral food mixtures, worm expellers, and stock food mixtures will be manufactured. W. T. Barr is president of the firm.

MINNESOTA AND WISCONSIN

The elevator at Richville, Minn., has been closed by Harry Englehard.

An electric motor has been installed in the Farmers Elevator at Holloway, Minn.

Harry C. Olson is now manager of the Johnson & Olson Grain Company of Minneapolis.

The Monarch Elevator at Fertile, Minn., has been taken charge of by Joseph Melaas of Fargo.

Robert Ludtke succeeds C. W. Nelson as manager of the Speltz Grain & Coal Company at Alden, Minn.

The elevator of the Farmers Elevator Company at Milan, Minn., is to be equipped with an electric motor.

The Kewaunee Grain Company has bought the property of the Forestville Grain Company of Forestville, Wis.

The Fleischmann Elevator at Zumbrota, Minn., is now controlled by Cushman Essetg. He succeeds Olaf Lund as owner.

T. J. Tradewell is succeeded as manager of the Farmers Co-operative Grain Company at Morton, Minn., by W. H. Castle.

E. L. Collins has bought the Wilford Cota Elevator at Oconto, Wis., and will operate under the name of Collins & Collins.

The new elevator and warehouse of the Moorhead Farmers Elevator Company of Moorhead, Minn., has been completed.

The Monarch Elevator at Chokio, Minn., which has been closed for some time has been reopened with Harry Townsend in charge.

H. E. Hanson is succeeded as superintendent of the Benson, Minn., elevator of the Cargill company by E. Blankenburg of Henry, S. D.

A flour, feed and grain warehouse is to be erected at Phillips, Wis., for the Czecho-Slovak Co-operative Company. Martin Kenz is manager.

The Farmers Elevator Company of Waupun, Wis., has increased its capital stock to \$40,000. J. W. Kastein is president and A. H. Miller, secretary of the firm.

Repairs have been made to the elevator of the National Elevator Company at Clinton, Minn., and new machinery including a dump and scale have been installed.

Huntemer & Borgerding have reopened the National Elevator at Melrose, Minn. They have bought the elevator and will conduct a grain and seed business.

The new elevator of the St. Anthony & Dakota Elevator Company at Charlesville (Tintah p. o.), Minn., has been completed. The elevator replaces the house which burned last March.

A half interest in the Marietta Grain Company, Marietta, Minn., has been bought by Lester J. Lee. The company's elevator was formerly known as the Independent Elevator and was owned by Heinzen & Jacobson.

The following Minnesota companies have installed Strong-Scott Pneumatic Dumps: Eagle Roller Mill Company at Lambertton, Revere, Clarkfield, Madison, Boyd, Hanska, Morgan; McCaul-Webster Company, Ortonville; Atlas Elevator Company, Ivanhoe; Kellogg Commission Company, Lockhart; Revere Farmers Elevator Company, Revere; Diemer Elevator Company, Varnesville; Krueger Grain Company, Westbrook; St. Anthony & Dakota Elevator Company, Charlesville; Farmers Elevator Company, Fairfax; L. Garding, Paynesville; Miller Elevator Company, Collis; Miller Elevator Company, Twin Brooks; Hector Elevator Company; Hector; Hunting Elevator Company, Adams; St. Anthony & Dakota Elevator Company, Lockhart; Danube Farmers Elevator Company.

Danube; Sunwall Independent Elevator, Hayfield; Farmers Elevator Company, Winthrop; Geier Bros., (two dumps), Beardsley; St. Anthony & Dakota Elevator Company, Redland; Farmers Elevator Company, Hayward.

Business is to be continued in a short time by the Farmers Elevator Company at Pipestone, Minn. The firm has been incorporated, capitalized at \$15,000. W. J. Dingler is president; George Reberman, vice-president and George Luttmers, secretary and manager of the firm.

A. L. Wagner and two brokers have bought the grain, feed and lumber business of the Ebenreiter Lumber Company of Sheboygan at Haven, Wis. They will conduct under the name of A. L. Wagner & Co. The business was established by A. L. Wagner in 1912 and was sold to the Ebenreiter Lumber Company in 1917.

MISSOURI, KANSAS AND NEBRASKA

H. F. Smith has leased the Farmers Elevator at Carleton, Neb.

A new elevator is being built at Kinsley, Kan., by S. J. Fairchild.

The elevator at Machens, Mo., has been bought by L. B. Faust of Chesterfield, Mo.

A half interest in the Salisbury Elevator at Elwood, Neb., has been bought by Rome Moncrief.

An office is being built and a 10-ton scale installed at the Farmers Elevator at Lorraine, Kan.

The Farmers Elevator at Lodge Pole, Neb., has been bought by the Paul E. Smith Grain Company.

Capitalized at \$50,000, the Quinter Mill & Elevator Company has been incorporated at Quinter, Kan.

Chas. Hagerman succeeds F. E. Hale as manager of the Diller Farmers Grain Company at Diller, Neb.

The plant of the Liberty Grain Company, Liberty, Neb., has been leased by John Watkins of Blue Springs.

The elevator of A. H. Ling at Jetmore, Kan., which was burned has been rebuilt, and is in operation.

A new concrete foundation is being built under the elevator of the Farmers Elevator Company at Oxford, Neb.

The Nye-Schneider-Jenks Elevator at Herndon, Kan., has been bought and taken possession of by Dave Walsh.

The old grain elevator, Greensburg, Kan., has been reopened and a grain business will be conducted there.

T. B. Heathman is now manager of the Producers Elevator & Exchange at Paris, Mo., succeeding Frank Mallory.

Chas. Lorenze is succeeded as manager of the E. L. Rickel's grain elevator at Colby, Kan., by Fred M. Smith.

The elevator of the Ewart Grain Company at Lincoln, Neb., has been leased by it to the Lincoln Grain Company.

The elevator of the Rock Mill & Elevator Company at Montezuma, Kan., has been reopened by E. D. Schmidt.

The elevator of the Farmers Elevator Company of Palisade, Neb., has been leased by F. E. Janke for another year.

A modern testing laboratory is being built at the Kansas Grain Growers Association's elevator at Leavenworth, Kan.

A. G. Burrus has leased the property of the Farmers Grain Company at Belvidere, Neb., which has gone out of business.

The grain storage capacity of the Equity Milling Company of Leoti, Kan., is being enlarged by an addition of 4,000 bushels.

Operations have been resumed in the elevator at Loomis, Neb., of Sells & Rector which has been closed since February, 1923.

The elevator at Howell (Dodge City p. o.), Kan., of the Davidson Grain Company has been reopened with C. B. Allen in charge.

The new 20,000-bushel elevator of Tyler & Co., at Plainville, Kan., has been completed. It is of studded ironclad construction.

The Home Grain Company has bought the property of the Hopewell Co-operative Equity Exchange at Hopewell (Fravel p. o.), Kan.

The Farmers Elevator Company of Big Springs, Neb., is repairing its elevator at Big Springs. An air blast car loader is being installed.

A. M. Long has bought the elevator of the Midwest Grain Company at Belpre, Kan. He has also bought the elevator of the same company at Malloy.

G. W. Smith is now manager of the elevator of the Farmer Co-operative Grain, Coal & Supply Company of Haggard, Kan. He was formerly of Chase, Kan.

The J. E. Weber Grain Company's four elevators were sold at bankruptcy sale recently. The one at Solomon, Kan., was bought by Chas. Heller for \$5,000; that at Lucas, to H. L. Mansfield, for \$1,000;

the one at Hope, went to the Farmers Co-operative Grain Association for \$675; and the one at Lincoln, to J. D. Myer for \$600.

L. W. Ely, D. C. Bishop and F. L. Mayers have incorporated at Superior, Neb., as the Superior Elevator Company, capitalized with stock amounting to \$10,000.

Strong-Scott Pneumatic Dumps have been bought by the following companies: Brownfield & Tear of Craig, Mo.; S. M. Lawson Company, Sylvan Grove, Kan.

Capitalized at \$10,000, the Nashua Lumber & Grain Company has been incorporated at Nashua, Mo. The incorporators are E. N. Taylor, E. E. Schmutz and others.

M. L. Hayes has retired from the real estate business at Hutchinson, Kan., and is now in the grain department of the Keystone Milling Company of Larned.

W. W. Blair is now associated with the Blair Elevator Corporation at Atchison, Kan. He is the son of E. K. Blair, formerly president of the Blair Milling Company.

The Farmers Grain & Stock Company succeeds the Farmer Co-operative Grain & Stock Association at Creston, Neb., which dissolved recently. The new firm is capitalized at \$33,000.

The elevator of the Kansas Terminal Elevator Company at Topeka, Kan., is to be operated during the coming year by S. W. Grubb, president of the Grubb Grain Company and formerly president of the Derby Grain Company. Art McMahon will be assistant manager.

F. M. Mead and H. B. Christman have bought the East Elevator at Ashland, Kan., know as the Johnson Elevator from W. H. Johnson. Mr. Johnson bought it at sheriff's sale. The new firm will conduct the business formerly operated by the F. M. Mead Grain Company and will be known as the Mead & Gardiner Grain Company.

The Eagle Elevator Company has been incorporated at Kansas City, Mo., by Howard Vanderlice and O. A. Severance of the Vanderslice-Lynds Company, and Henry Lichtig of the Henry Lichtig & Co. The company will buy and operate the Dixie Elevator at that place, formerly controlled by the Western Grain Company, which has a capacity of from 60,000 to 70,000 bushels. It will be used largely in handling kafir and milo.

SOUTHERN AND SOUTHWESTERN

Scott Sparks, William Sparks, and W. W. Short, have established a grain business at Davis, Okla.

A grain and feed store is to be opened in the near future at Huntsville, Ala., by Victor S. Betts.

Z. E. Lawhon, Jr., has opened a grain business at Shreveport, La., under the name of Lawhon & Co.

J. L. Robinson of Fairview is now manager of the Perry Mill & Elevator Company of Newkirk, Okla.

A refrigeration machine has been installed by the Nall Grain Company of Sheridan, Ark., at a cost of \$1,800.

The grain, hay and feed business of Ayers & Williams at Orangeburg, S. C., has been bought by T. Elliott Salley and Clarence F. Williams.

The C. S. Lee Grain Company and the Abilene Elevator Company of Abilene, Texas, has been succeeded in business by the Canon Grain Company.

The elevator at Buffalo, Okla., for the Alva Roller Mills, has been bought by the L. O. Street Grain Company, which operates a line of elevators in that section.

Capitalized at \$2,500, the Hico Grain & Storage Company was incorporated at Hico, Texas. F. A. Duke, James McKinney and F. A. Weiser are interested.

The Hardeman-King Company's warehouse and grain elevator at Oklahoma City, Okla., will be in operation by August 1. The new mill will be ready by September.

The Willison-Earle Company of Clarks, W. Va., has been dissolved and Guy H. Earle will hereafter operate the grain, flour, and feed business as the Guy H. Earle Company.

Another warehouse is to be erected this summer by the Taylor Mill & Elevator Company of Marshall, Texas, according to Fess Covin, manager, which will double its capacity.

The Moultrie Mill & Elevator Company of Moultrie, Ga., has made the announcement that it will reopen its grain elevator there which has been standing idle for a year or so.

A galvanized iron building has been erected at Robstown, Texas, for the Sheppard Grain Company, wholesale and retail grain and feed dealers of Corpus Christie. The building was to have been completed by August 1.

The Arkansas Rice Growers' Co-operative Association is to make extensive improvements to its plant at Stuttgart, Ark. Five bulk storage bins are

to be erected at Mill A with approximate capacity each of 2,500 bushels. The mills are to be equipped with elevators for handling bulk grain, and automatic scales, five hullers, paddy machines and new brush and aspirators, increasing the daily capacity of the two mills about 300 barrels are to be installed.

OHIO AND MICHIGAN

C. A. Crowl's elevator at Carland, Mich., has been bought by E. C. Smith of Ovid.

The Carland Elevator at Ovid, Mich., has been sold by C. A. Crowl of Chesaning, Mich., to E. C. Smith.

The elevator at Mingo, Ohio, owned by John Akin, has been leased by the O. J. Chamberlain Grain Company.

The John Smith Company of Arcanum, Ohio, is now operating under the name of the John Smith Grain Company.

Bert Stanbro and son, Earl, have bought the elevator at Salem, Mich., which was formerly owned by Chas. MacLaren.

Charles Bloom is now manager of the Farmers Grain & Supply Company of Camden, Ohio, succeeding Jos. F. Decker.

The Amanda Milling & Grain Company of Amanda, Ohio, is succeeded in business by the Huston & Swope Company.

The elevator of J. M. Mabry at Mingo, Ohio, has been leased by O. J. Chamberlain and Sherley Lockwood of North Lewisburg.

The name of the Tama Co-operative Grain Company at Tama (p. o. Celina), Ohio, has been changed to the Tama Elevator Company.

A partnership has been formed by Burton H. Koons of Westerville, Ohio, and Thomas J. Monahan of Columbus. The newly organized partnership will ship grain and hay.

A grain elevator and large warehouse are to be built at Portland, Mich., for the Valley City Milling Company. It will extend from the engine room to the main plant.

Clark K. Hunsicker of Williamsport, Ohio, is to rebuild the grain elevator which burned some time ago. The new structure is to be built of vitrified tile and is modern in construction.

Articles of incorporation have been filed by the Jonestown Grain Company of Jonestown (p. o. Tokio), Ohio, capitalized at \$15,000. The incorporators are C. D. Krugh and D. N. Krugh.

Ferry R. Lewis has resigned as manager of the Lake City Elevator Company of Kent City, Mich., a subsidiary of Chatterton & Co., of Lansing. John Schepers of Vogel Center succeeds him.

A new elevator is under course of construction at Mt. Pleasant, Mich., for the Mt. Pleasant Co-operative Company. All modern machinery for cleaning and loading of beans is to be installed at the new elevator.

The Michaelex Elevator & Warehouse Company, a subsidiary of the Michigan Elevator Exchange, has bought the elevator and warehouse of the former Port Huron Grain Company at Port Huron, Mich.

The buildings, real estate and machinery of the New Paris Farmers Elevator Company at New Paris, Ohio, has been sold at receiver's sale to Paul Jordan of New Paris. Mr. Jordan will operate the business.

Articles of incorporation have been filed at Newcomerstown, Ohio, by the Newcomerstown Elevator Company. The incorporators are F. W. Schwab, J. S. Barnett, E. B. Chapman, Elmer Portz and Albert Zimmer.

Charles Ricker, William Ricker and Mathias Metzger have bought the elevator at Rushmore, Ohio, formerly owned by the late D. R. Risser. They leased it to the Ft. Jennings Equity Exchange for whom it will be operated by Mr. Hark.

Articles of incorporation have been filed at Coldwater, Ohio, by the Coldwater Grain & Coal Company. John W. Long, T. H. Oppenheimer, F. H. Mestemaker, P. F. Weamer and Wm. Post are the incorporators of the firm, which is capitalized at \$20,000.

Work has been nearly completed on the new elevator of the Odenweller Milling Company of Otterville, Ohio, at Muntanna. It is located on the site of the elevator owned by the Muntanna Equity Exchange Company which was destroyed by fire some time ago.

The elevator of the Michigan Bean Company at Fenton, Mich., is to be conducted under the management of Louis Riedel. He has terminated his interest with the Farmers Co-operative Company of Harbor Beach and is interested financially in the Fenton company.

The Sedalia Grain & Lumber Company of Sedalia, Ohio, has bought the elevator at Buchwalter (Jeffersonville p. o.), formerly owned by the Paul Bros. It will be known as the Buchwalter Grain & Merchandise Company. R. B. Price is manager. A line

of lumber, coal, fencing, feeds, salt and building materials will also be handled. The company is overhauling the machinery and building.

C. D. Krugh, S. B. Krugh, John H. Koch, Frank Krugh and Cora P. Krugh have incorporated at Van Wert, Ohio, as the Krugh Grain Company. Its capital stock is \$15,000.

The Coburn Bros. Company was recently incorporated at Portsmouth, Ohio, capitalized at \$20,000. The firm has a flour, meal and feed mill, and does an extensive jobbing business in addition to some milling. E. Coburn, Mrs. Leona Coburn, L. J. Ramey and others are interested.

The elevator and coal business of the Valley Hay & Grain Company at Brown City, Mich., has been bought by W. T. Cloverdale of Almont, Mich. J. T. Utley, former owner, retains the hay sheds and will devote his entire time to the hay business. Mr. Utley's office is in Detroit, where he recently moved from Capac.

CANADA

The elevator of the Canadian Pacific Railroad Company at Leduc, Sask., has been rebuilt.

The Vancouver Grain Loading Company, Ltd., was recently incorporated at Vancouver, B. C., capitalized at \$75,000.

The contract for the new addition to the No. 1 elevator at Vancouver, B. C., has been awarded to the Barnett-McQueen Company of Minneapolis.

A grain elevator of 1,000,000 bushels' capacity is to be erected soon at Point Edward, Ont. The Government has passed estimates for expending \$30,000 in deepening the harbor there. Thomas H. Cook is interested in the proposed elevator.

A site on the harbor of Prince Rupert, B. C., has been bought by the Prince Rupert Grain & Elevator Syndicate, Ltd., recently organized at London, England. The company will build a grain elevator with wharves, jetties, etc., and other buildings, including a mill.

commercial elevator in Great Falls. The elevator is the grain buying house for the Royal Milling Company, and it is probable that when the plant is rebuilt, it will be on a site nearer the mill.

Sacramento, Neb.—The elevator of the Nye-Schneider-Jenks Company was damaged by fire to the extent of \$12,000. About 4,200 bushels wheat were also damaged.

Ottumwa, Iowa.—On July 12 a fire occurred in the elevator of the Hubbard Milling Company and caused an estimated loss of \$400. The origin of the fire is unknown.

Machias, Wash.—A grain and feed warehouse owned by Nathan Carpenter were destroyed by fire which destroyed several other business buildings in that town on July 4.

Milliken, Colo.—The hay shed of the John W. Roberts Alfalfa Mill was damaged by fire with a loss of \$4,000. The shed was completely destroyed and part of mill damaged.

Lorraine, Kan.—The Lorraine Grain, Fuel & Stock Company had a fire loss in its elevator on July 20, which is estimated at about \$500. The cause of the fire is unknown.

Alvord, Iowa.—Fire on July 4 destroyed the elevator of the Farmers Elevator Company together with a large quantity of corn and oats. The loss was partly covered by insurance.

Crowell, Neb.—The Crowell Grain Elevator was completely destroyed by fire, believed to have been started by spontaneous combustion. The loss amounted to several thousand dollars.

Jackson, Neb.—An elevator here owned by the John Westrand Elevator Company was destroyed by fire with 4,000 bushels grain. The loss amounted to \$5,000, partly covered by insurance.

Chattanooga, Okla.—The Cope Elevator was destroyed together with 3,000 bushels wheat with a loss of \$20,000. Spontaneous combustion is believed to have been the cause of the fire.

Ewing, Mo.—Fire damaged the Farmers Co-operative Elevator with a loss of \$20,000, on July 22, and destroyed considerable grain. The fire was started by lightning. Loss was partly covered by insurance.

Bozeman, Mont.—The F. L. Benepe Elevator on July 8 was damaged by fire which started from lightning. There were about two carloads of oats in the building. The owner will rebuild in time for the new crop.

Broadland, S. D.—The Atlas Elevator Company's 30,000-bushel elevator was destroyed by fire with a loss of \$10,000 to \$12,000. The loss was fully covered by insurance. The elevator will probably be rebuilt at once.

Eureka, Kan.—The Climax Elevator was struck by lightning and damaged by fire with a loss of \$25,000. Considerable flour and feed and corn were burned. W. H. Bonnell recently bought the elevator and had charge of it.

Philadelphia, Pa.—An explosion of dust in an elevator of the Quaker City Flour Mills on July 24 damaged the elevator. The blaze was confined inside a corrugated iron shaft and official announced that the damage was small.

Chalmers, Ind.—The elevator of the Barr Grain Company burned on July 31. The stock was very light. The loss amounted to \$25,000. The cause of fire is believed to have been locomotive spark entering the open window and firing the cobs in the cob room.

Holdrege, Neb.—Fire destroyed the large grain elevator operated by C. E. Johnson & Sons. Very little grain was in the elevator at the time. The elevator had a storage capacity of 165,000 bushels and was built in the late eighties. It had been operated by the Johnson company for four years.

FIRES—CASUALTIES

York, N. Y.—On July 25 fire damaged with a loss of \$15,000, the granary of F. A. Cooley.

Lehr, N. D.—Fire destroyed with a loss of \$9,000, the elevator operated by the Lehr Grain Company.

Hillsview, S. D.—The elevator of the M. Preszler Company was damaged by an exposure fire on July 26.

Bozeman, Mont.—Fire damaged the elevator of the Gary Hay & Grain Company at this place on July 8.

Adrian, Mich.—Fire destroyed with a loss of \$18,000, the feed mill of the Martin & Charles Company.

Florence, S. D.—Lightning partly damaged the elevator of the Farmers Co-operative Elevator Company.

Delphi, Ind.—Lightning caused a fire in the Yeoman Elevator which destroyed the house completely.

Perrysville, Ind.—C. C. Carpenter's elevator was totally destroyed by fire of unknown origin on July 28.

Columbus, Kan.—Fire destroyed the elevator on the T. B. Hord Grain Company's ranch with a loss of \$40,000.

Eau Claire, Wis.—The Cheney Flour & Grain Elevator was partially destroyed by fire with a loss of \$15,000.

Evansville, Ind.—On July 19 fire damaged the stock in the warehouse of the Sun Ray Products Company.

Fountain, Mich.—The warehouse of B. F. Brunke was struck by lightning on August 5 with considerable damage.

Farmington, Minn.—P. H. Feeley & Son had an estimated fire loss of \$7,000 on May 31. The cause was unknown.

Webber, Kan.—The Scoular-Bishop Grain Company's elevator was struck by lightning on June 8. Damage was small.

Bordulac, N. D.—Lightning was the cause of a small fire loss at the Bordulac Farmers Elevator Company on July 28.

Zahl, N. D.—Lightning was the cause of heavy damage to the elevator of the Occident Elevator Company on August 1.

Deford, Mich.—The Cass City Grain Company's elevator burned on July 5 from an unknown cause. The loss was complete.

Ames, Kan.—A partial loss was caused by lightning striking the elevator of the Baker-Crowell Grain Company on July 13.

Chickasha, Okla.—The grain elevator of the Linton Grain Company burned with a loss of \$12,000. It is not covered by insurance.

Red Lake Falls, Minn.—The elevator of the Red Lake Falls Milling Company was struck by lightning on August 4, causing a heavy loss.

Montpelier, Idaho.—The Miles Milling & Elevator Company sustained a total loss by fire on August 6. The cause of the fire is unknown.

Winger, Minn.—An exhaust pipe fire caused a small loss on July 2 to the elevator owned by the Winger Farmers Elevator & Mercantile Company.

Plumb (Scotland p. o.), S. D.—The Plumb Grain & Stock Company's elevator was damaged slightly by fire on June 26. The fire was caused by lightning.

Central City, Neb.—Fire destroyed the elevator with feed warehouse of the Belgrade Hord Company. The fire started from lightning. The ele-

vator and warehouse contained 5,000 bushels corn and oats and the building and contents were partially covered by insurance.

Walton, Kan.—Lightning struck the Peabody Milling Company's elevator on July 13 and the fire which resulted caused a small loss.

Severy, Kan.—The elevator of the Union Mill & Elevator Company was burned with a quantity of grain. It had a capacity of 12,000 bushels.

Delta, Colo.—Fire destroyed the Alfalfa mill and plant of the Denver Alfalfa Milling & Products Company. The loss is covered by insurance.

Harrah, Okla.—The grain storage warehouse and part of the plant equipment of the Harrah Milling Company was destroyed with a loss of \$6,000.

Handley, Texas.—The feed and flour store of L. B. Howell Feed Company was destroyed with a loss of \$4,000; the insurance amounted to \$750.

Welcome, Minn.—Lightning on July 20 struck the elevator of the Welcome Farmers Elevator Company. A small loss was done by the ensuing fire.

Fancy Prairie, Ill.—Fire on July 22 destroyed the East Elevator owned by the Fancy Prairie Co-operative Company. The fire was of unknown origin.

Eau Claire, Wis.—A fire from unknown cause occurred on July 15 at the Bruley Elevator Company's plant. The loss amounted to about \$6,000.

Irby, Wash.—Fire on July 8 destroyed the elevator of the Irby Elevator & Warehouse Company. There were about 10,000 bushels wheat in it at the time.

Rouleau, Sask.—Lightning struck on July 19 and destroyed the elevator of the Maiden Grain Company together with contents. The loss amounted to \$20,000.

Radford, Ill.—The Radford Grain Company's warehouse attached to the office was damaged by fire on July 4 from an unknown cause. The loss was small.

Great Falls, Mont.—Fire on July 14 destroyed the elevator of the Rocky Mountain Elevator Company with a loss of \$15,000, covered by insurance. The fire is believed to have been caused by lightning. There was only a small amount of grain stored in the plant, which was, for a long period, the only

OBITUARY

ALLISON.—Alexander Allison died at Nashville, Tenn., aged 83 years. He was an ex-president of the Merchants Exchange there.

BOYD.—E. Olmstead Boyd, formerly of Tate, Muller & Co., grain exporters, but lately of E. O. Boyd & Co., operating as grain brokers and dealers in Chamber of Commerce membership certificates, died at his home in Baltimore, Md., on July 20, aged 63 years. He had been ill for some time.

BUTZER.—John F. Butzer, founder of the J. F. Butzer Lumber & Elevator Company of Hillsdale, Ill., now known as the Farmers' Lumber & Elevator Company, died on June 22.

CAREY.—Edw. Carey, manager of the elevator at Baker, Mont., died recently from blood poisoning.

CASSEL.—E. P. Cassel, founder of E. P. Cassel & Son, Lansdale, Pa., died aged 75 years. He had

been in the seed business since 1881 and was senior member of F. P. Cassel & Son until four years ago, when he retired. Four daughters and one son survive him.

CLONEY.—John Cloney was killed in an automobile accident on July 22, near Catonsville, Md. He was associated with the Meyer Seed Company and had been with them for 15 years. He started in the seed business as a youth with J. Boliano of Baltimore.

CRAWFORD.—J. L. Crawford, a feed store operator at Wichita, Kan., died suddenly from heart failure, aged 74 years.

DAVIS.—Fred W. Davis, Sr., a feed and hay business operator at Joplin, Mo., died recently.

DAVIS.—Thomas J. Davis an old timer in the grain business at Savannah, Ga., and later United

States Grain Inspector died on June 26, following an operation.

DAVIS.—John B. Davis, manager of the Everett B. Clark Seed Company, died suddenly at his home in St. Anthony, Idaho, from heart trouble.

FARBER.—James Buchanan Farber, a seed dealer of St. Joseph, Mo., on July 5, aged 67 years. He organized the Farber Seed Company and was president of it until his death. Mr. Farber located in the seed business in St. Louis in 1883 in partnership with the late A. M. Chesmore as Chesmore & Farber. This firm dissolved in 1895 and the Farber Seed Company was organized. His widow and one son, who will continue the business, survive.

GRIBBLE.—C. F. Gribble died, aged 71 years, at his daughter's home in Corsicana, Texas. He was for years in the grain and milling business at Sherman, Texas.

HARRISON.—James E. Harrison, formerly a grain dealer of Regina, Sask., died on July 20.

HEATHFIELD.—After an illness of several months, Thomas Heathfield on July 20 died at Boston, Mass. He was for 38 years the grain and flour inspector for the Boston Chamber of Commerce.

HEEMAN.—Edward G. Heeman, for 30 years a member of the Chicago, (Ill.) Board of Trade, died suddenly on July 27.

HIBBS.—Wm. C. Hibbs, superintendent of the cleaning, testing and packing departments of the D. Landreth Seed Company of Bristol, Pa., died on July 18. He had been with the firm since he was a small boy.

JORDAN.—Samuel W. Jordan committed suicide by shooting himself on July 19. He was a grain commission broker at Portland, Maine. His widow survives him.

McFALL.—A. E. McFall died recently at Bolton, Ont., at the age of 52 years. He was a grain dealer and miller there.

PARKER.—John F. Parker was found dead lying

in his bathtub which was full of water. He was at the head of the Parker Grain Company of Kansas City, Mo. Mr. Parker had been ill for some time and his relatives believe his death to have been wholly accidental.

PARRY.—J. M. Parry, proprietor of the Medical Lake Grain & Milling Company of Medical Lake, Wash., died on June 15 from pneumonia.

SCHUETT.—Henry Schuett died recently, aged 64 years. He was proprietor of the Seattle Feed Company of Seattle, Wash.

SMITH.—Walter Edwin Smith of Park & Pollard Company of Boston, Mass., died July 28 at his home in Brookline, following a major operation. Mr. Smith was formerly president of the Boston Flour and Grain Club, a member of the Boston Chamber of Commerce, and the Grain Board and Boston City Club.

SULLIVAN.—Edward J. Sullivan, a grain broker of Chicago, Ill., died recently. His widow and three children survive him.

TATE.—J. E. Tate, for 25 years prominent in the feed and grain business at Memphis, Tenn., and a member of J. E. Tate & Co., was killed on July 19 when the automobile in which he was riding was struck by a train.

TEMPLETON.—John Templeton, father of A. R. Templeton, president of the Milwaukee (Wis.) Chamber of Commerce, and for 38 years in the grain and hay business at Templeton, Wis., died on July 13.

WELCH.—Fred Welch, a grain broker and elevator owner, residing at Owosso, Mich., died suddenly at Owosso on July 4.

WILLIAMS.—D. Shelby Williams, president of the Nashville Warehouse & Elevator Company, of Nashville, Tenn., died recently, aged 68 years.

WISCHEMEYER.—Henry Wischemeyer died on July 24 while visiting in Germany. He was 75 years old and for years was office manager of the H. Verhoeff Company, grain dealers of Louisville, Ky. He retired about a year ago.

consumer until some future date. The market for future shipments of imported seeds has been irregular and unsettled. On some varieties lower prices named for shipment have failed to interest buyers owing to the lateness of the season, whereas in other lines buyers have shown a moderate to good degree of interest, but business has been checked by the higher prices asked by foreign shippers. Taking the list as a whole, prices have been firm as stocks in many cases have continued light and in the cases where fairly large arrivals from abroad have resulted in some increase in local supplies there has generally been sufficient demand to permit of ready absorption and thus preclude the necessity of shading prices. Early in August some members of the trade were complaining of the continued dry weather and the urgent need of rain, notably in the East.

Red clover was quiet much of the time during the month as buyers and sellers were generally far apart in their views. At the beginning of the month fears that the domestic crop would be short and late because of bad weather stimulated some interest in foreign seed on the spot, but buyers were still unwilling as a rule to pay over 17½@18 cents. Hence little business resulted as holders remained firm because of meager arrivals and light stocks. Throughout the month large first-hand lots were held at 18½@20 cents, and smaller lots at 20½ cents. Similar conditions continued as an obstacle to business late in the month, although some improvement was noted in the inquiry from eastern and interior dealers. Early in the month rather more interest was shown in offerings from France, but the price generally quoted by shippers—14 cents c. i. f.—was too high to permit of business. Little or nothing was done in Chilean Clover. There was a good demand early in the month at about 15 cents c. i. f., but shippers were offering sparingly at 15½@15¾ cents. Later some buyers might have paid that range, but shippers were asking 16@16¼ cents. Arrivals were only 300 bags from Italy.

Crimson Clover was frequently mentioned as the most active item on the list. This was especially the case early in the month when a good seasonable demand was reported from all quarters. Hence it was considered fortunate that moderate arrivals during June had given distributors better stocks to work with. However, they were by no means burdensome and as it was the general belief that only small additional quantities were enroute from France, while current arrivals were smaller, holders remained firm in their views, quoting spot seed at 7½@8 cents. Subsequently demand became less active, partly because of dry weather, and some holders with fair stocks on hand and liberal new crop arrivals in prospect became more eager to sell; the first-hand wholesale basis being reduced to 6½@7 cents, with jobbers offering at 7½ cents. The easier tone was partly traceable to the much lower replacement basis in France. Shippers who had formerly asked 7@7¼ cents c. i. f. steadily cut their prices until finally some were offering at as low as 5¼ cents. The effect of this, however, was largely sentimental as little actual business resulted owing to the lateness of the season.

Alfalfa was another item often mentioned as a market leader, although reports as to the volume of business were decidedly "spotty." At times it was stated that numerous buyers were showing interest owing to fears regarding the availability of domestic seed for the early fall demand. As stocks were light, holders were generally firm in their views. Business was done early in the month on the basis of 19½@20½ cents, but later holders generally asked 20@21 cents. It became increasingly difficult to buy seed in Argentina, where conditions were described as decidedly strong. Early in the month small sales were made at 15¼@15½ cents c. i. f., but later offerings became still smaller and shippers generally asked 15½@15¾ cents.

NEW SEED TRADEMARK

The following new seed trademark was published in the issue of July 22 of the *Official Gazette* of the United States Patent office: "Harvest" Clover,

HARVEST

grass, field and forage seed. Wm. G. Scarlett, doing business as Wm. G. Scarlett & Co., Baltimore, Md. Filed June 2, 1923. Serial No. 181,498.

SEEDS IN GOOD SHAPE

By B. S. BROWN

The Harden Seed Company reports a good demand in Alfalfa and Bluegrass. The new crop of seed is just in and is very good with germination between 94 and 96 and a 99 plus in purity test. The price is a little higher than that of last year. Vetch is in big demand both for fertilizing purposes

FIELD SEEDS

CANADA AND SEED

Canada exported seeds last year valued at more than \$2,500,000.

According to some authorities the Canadian supply of Alsike Clover now controls the world's prices. That part of Ontario just east of Manitoba is most suitable for the production of high-class Clover seed, and the industry is being fostered by the provincial government. Certified seed potatoes also are grown in that part of the country in considerable quantities.

ILLINOIS SEED EXHIBITS

Five different displays of the Seed Inspection Branch of the Illinois State Department of Agriculture are to be used this fall as a part of the state's educational exhibits. Albert C. Wilson, chief seed analyst of the state of Illinois, is in charge of the northern circuit.

The Department of Agriculture's exhibits include the Divisions of Plant Industry, with a special display by the Seed Inspection Branch on the analysis of seed and weed control, Poultry Husbandry, Dairy Husbandry and Animal Husbandry.

SOY BEANS FOR SEED AND FEED

Soy beans are being grown extensively today for the production of seed for seeding purposes, says L. E. Call of the Kansas State Agricultural College. While the acreage of this crop is expanding rapidly there will be a market for seed at present prices, which range from \$1.75 to \$3 per bushel. Such prices cannot be long maintained. There will probably be, however, an increasing demand for soy bean seed for the manufacture of oil. After more seed becomes available at lower prices, additional plants will be established for manufacturing soy bean oil. It is doubtful, however, if any large quantity of soy beans could be utilized economically for oil production at present seed prices.

Soy bean seed will find its greatest field of usefulness as a concentrated stock feed. In feeding value it compares favorably with the concentrated feeds, such as cottonseed and linseed meal. When fed with a mineral mixture it may also replace tankage as a supplement to corn in fattening hogs. By the use of soy beans it will be possible for the live-stock feeder to produce on his own farm the high-protein concentrated feeds which are generally purchased at the present time at extremely high prices.

Soy beans have an important place on the farms of eastern Kansas. They may be grown for hay,

for concentrated feed, sold as a cash crop, or used as a combination crop with corn for hogging down and for soil improvement. The crop will be found especially valuable on soils where Alfalfa cannot be successfully grown without supplying lime and phosphorus. On such soils soy beans may become the most valuable crop on the farm.

IMPORTS OF FORAGE SEEDS

The seed laboratory of the bureau of plant industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act:

Kind of Seed	July 1 to July 15, 1924
Alfalfa	(1) 269,700
Alsike clover	45,200
Crimson clover	(2) 76,800
Broom-corn millet	31,100
Rape	33,000
English ryegrass	13,200
Italian ryegrass	21,000
Timothy	100
Hairy vetch	(3) 131,000

The seed laboratory of the bureau of plant industry reports the following imports of forage plant seeds not subject to the Seed Importation Act:

Bentgrass	5,700
Biennial yellow-flowered sweet clover	11,000
Chewings fescue	6,700
Other fescues	14,300
Rough-stalked meadow grass	2,200

(1) 66,200 pounds from Hungary; 65,600 pounds from France; 65,000 pounds from South Africa; 39,400 pounds from Argentina; 35,500 pounds from Italy.

(2) From Hungary.

(3) 109,300 pounds from Germany; 21,700 pounds from Denmark.

MID-SUMMER CONDITIONS PREVAIL IN NEW YORK SEED MARKET

By C. K. TRAFTON

Customary mid-summer conditions have prevailed in the local seeds market during the period under review. In short, trade has been more or less "spotty." While there has been nothing like general animation, a few varieties which are generally expected to be active at this season have been moving in satisfactory volume, although in the case of some of the imported items certain buyers have been holding off pending more definite information regarding the outcome of domestic crops. Other kinds, for which there is no immediate need at this time, have been more or less neglected as little or no disposition has been shown to do any speculative buying, distributors generally being unwilling to stock up at current prices with seeds for which there will be no demand from the ultimate

and for roughage in food for cattle. The demand for seasonable vegetables continues strong, with beans, turnips, beets and radishes selling well. Hardens have had a big season in sprays and spraying materials due to the fact that the damp weather has brought a superabundance of bugs of all kinds.

The T. Lee Adams Seed Company reports a demand for Alfalfa, Timothy and Clover. The new crop of Alfalfa is a little higher than last year due to the season as the first crop had too much moisture and the second not enough. The new crop of Alfalfa was the first of August \$24 a hundred. Seasonable vegetables are selling well as turnip seed, beets, spinach and lettuce. There is a scarcity at present of the green beans but no noticeable difference in price.

CONDITIONS IN MILWAUKEE SEED MARKET

By C. O. SKINROOD

Milwaukee seedsmen generally express concern over the seed crop situation in Wisconsin fearing that the enormous rains which have been such an outstanding feature of the summer will continue into the fall and produce an excessive growth of straw with a small yield of Red Clover seeds.

The poor crop of corn in Wisconsin and the possibility that there may be little or no good seed available, has caused a warning to be sent out by the College of Agriculture at the University of Wisconsin.

Prof. E. D. Holden of the College says that the late season has put the corn crop back so far that frost is almost certain to cut down the amount of seed that can be saved in the fall. He urges that all supplies of seed held over from last spring be conserved with the utmost care as an emergency in seed corn supplies is more than probable.

The carry over of old seed corn is very light, Mr. Holden believes, as the supply was light in the spring and the demands of the planting season were heavy. He mentions the fact that it was difficult to fill the late orders for seed corn, especially for any large quantity. This situation, he concludes, will make it still more difficult to fill the need for seed corn next spring.

The official market report of the Milwaukee Chamber of Commerce on seeds says that trade has been strong with Red Clover rising \$1, the No. 1 flax 30 cents and Timothy 75 cents, while White Clover is largely unchanged.

The North American Seed Company says the Alsike and White Clover prospects are for rather a short crop for this season as compared with last year. It is certain, the company reports, that the tremendous rains have been of material damage to these crops of seeds. Not only will there be damage because of the poor color of the seed, but other losses will be incurred by the seed falling out, it is maintained.

As for the Red Clover seed crop, the North American says it is too early to tell what yields will be as the seed will not be ready for a month or so yet.

New crop Timothy seed has been in the market in some quantities, the North American company says, and the quality appears to be very good. The company estimates that the Timothy crop of seed will be about average, perhaps a little under the average, judging from the reports they now have at hand.

Just a few samples of Alfalfa seed have been inspected by the North American company, but in general, the offerings of domestic seed are declared practically negligible yet, so that no accurate account can be given of the crop prospects in this line.

In general, the North American says, the trend of the seed market has been very firm for a number of weeks, with an advancing tendency in both Red Clover and Timothy seed. This gradual strengthening in the market, is said to be a good indication that the seed supply is not expected to be large this year.

The L. Teweles Seed Company says it is still a little early to get an accurate return on the seed outlook as the season is several days later than usual. The company says that the Timothy crop appears to be good, with yields perhaps a trifle better than last year. As for quality, the Teweles company has not seen enough samples as yet to be certain of what the quality will be.

The only Alfalfa seed that is moving as yet is the harvest of Arizona, New Mexico and other states of the far Southwest, the Teweles company reports, and this seed, the company says, is not suitable for use in this district as compared with Idaho, and Montana northern grown seed. The northern states will not have much Alfalfa seed available for a month yet.

It is too early yet to get a line on Alsike and White Clover seed, the Teweles company believes. As for Red Clover the plants have had a rank growth in Wisconsin, the company adds, and asserts that the chief necessity from now on is some dry weather as a relief from the excessive rains. Only dry weather from now on can make a good Red Clover yield this year, it is asserted.

The Teweles company believes the Red Clover

market has been a little weaker recently but since this is merely a nominal market, it is not much of an indicator of what the market will be when volume trading starts up.

The Timothy seed crop ought to be about the same as last year which is something like 75 per cent of a normal harvest, according to preliminary statements by the Courteen Seed Company. As far as can be told at this writing, the quality of Timothy seed will be good, the company adds.

As for Alfalfa seed, there is some trading, the Courteen company states, largely for fall planting. The only new Alfalfa available yet, is said to be the southwestern and that cannot be used profitably in this district, is the company's comment.

A rank, heavy growth of stalks, with plants now in good condition is reported for Red Clover. With the present unsettled and rainy weather, it is very hard to prognosticate what the seed crop is going to be, the Courteen company states.

The seed market is very quiet and nominal at this time of the year, the Courteen report adds, so that any slight tendency to firmness which the market may have shown is not significant because the tone of trading may be changed overnight when seed begins to move in anything like volume business.

SEED CROP OF KENTUCKY BLUEGRASS

Some idea of the size to which demand for Kentucky Bluegrass has grown may be gleaned from the fact that at the present time there are five



A TYPICAL FIELD OF KENTUCKY BLUEGRASS

cleaners in operation in Kentucky, handling altogether from 125,000 to 1,500,000 bushels of seed per year. The seeds are not produced as an independent crop on land prepared for the purpose, but are practically all taken from pasture land. Seeds collected one day and left in bags until the next sometimes heat to a temperature of 140 degrees F., with almost complete loss of viability. Farmers and handlers are becoming aware of the disadvantage of early harvesting and consequent heating, and are now producing a much better grade of seeds than they did some years ago.

Harrison Garman, head of the Botany Department of the State Agricultural College at Lexington,



STRIPPERS AT WORK IN FIELD OF BLUEGRASS

ton, Ky., says that the seed strippers most used in Kentucky are comb strippers, being little more than enlarged hand strippers secured between pairs of wagon wheels, with shafts provided so that they can be hauled by horse or mule through the fields, the comb at the front edge of the box. Several strippers, sometimes a dozen or more, may be in use at one time in a pasture, each taking a swath and leaving the grass finally with nothing but glistening stems.

There are other types of strippers, one of which carries a revolving cylinder studded with teeth, but it has not yet found favor with Kentucky seedsmen. The small crop of seeds harvested in Missouri, however, is collected by the use of the cylinder stripper. Some of this seed comes to Kentucky for cleaning and mixing with the Kentucky crop.

Only about 10 per cent of the seed harvested remains in Kentucky for sowing. The amount sent

to other states is estimated at from 60 to 80 per cent. The remainder, estimated variously as being from 10 to 33 1/3 per cent, goes to Europe. Individual dealers handle from 1,500 to 65,000 bushels per season. The average total yield of the state is estimated by one dealer as 550,000 bushels and by another as 700,000. The price varies widely with the size of the crop, its quality, and other conditions. During the last 10 years the price has fluctuated from 50 cents to \$2.60.

One of the smallest crops was in 1921 when 200,000 bushels was the production; and, on the other hand, one of the largest years was 1912, estimated by state authorities to be between 1,250,000 and 1,500,000 bushels.

The 1924 crop is estimated to be between 550,000 and 600,000 bushels, or about 50 per cent of last year's crop. The decreased production this year is accounted for by a reduction of about 10 per cent in the acreage stripped and 40 per cent reduction in the average yield per acre. Green seed is being bought in parts at 80 cents per bushel. Offers of \$1.50 per bushel for rough cured seed were fairly common and some trades at \$1.75 have been reported. The standing acreage traded in mostly between \$1 and \$1.50 per acre.

VALUE OF CERTIFIED SEEDS

If there are any farmers still in business who doubt the monetary value of using certified seeds, the following figures should clinch the argument and send him home with certified seeds in his wagon. Several fields planted with certified wheat seed in Jefferson County, Kansas, will make as much as 40 bushels to the acre.

No weeds or foreign grains are to be found in these fields. One field of 80 acres went under inspection and showed not a single head of off-type wheat. Potatoes are doing as well. Twenty carloads were inspected recently at one point and only one man failed to make the grade. All the potatoes ran good size and very even. Seed treatment against disease is showing itself worth while, too. One plot harvested thus far shows a difference of 26 1/2 bushels of potatoes per acre in favor of the treated seed.

SIMPLE GERMINATION TESTS

Germination tests of most common seeds can be made without special apparatus, according to O. A. Stevens, seed expert at the North Dakota Agricultural College. The seeds may be planted in a box of seed dirt or sawdust, kept moist at about an ordinary room temperature.

Blotting paper or Canton flannel may be used, the seed being placed between double thicknesses of this material and kept in a covered plate or dish to prevent them from drying out. For such large seeds as corn and beans, however, cloth or paper toweling is better. Very small seeds, such as Timothy, are placed on top of the blotter, as they are likely to suffer from lack of air if they are placed between two layers of blotters.

The temperature may vary considerably. It may even run as high as 90 degrees, but should not remain there for more than a few hours at a time. The trouble with high temperature, according to Mr. Stevens, is that molds usually are present and

will grow rapidly on any dead seeds at higher temperature. Most seeds grow well between 60 and 70 degrees, but it may fall through 45 degrees for a time without injuring the seeds. Germination is more rapid, however, at a higher temperature, especially with corn, beans and pumpkins.

"The percentage of pure seed in its germination is one of the most important points in determining seed quality," declares Mr. Stevens. "As a rule germination tests are made with 100 seeds, which are taken from the 'pure seed.' Immature and broken, or otherwise injured seeds, which are included in the 'pure seed' will affect the result of the germination test and the combined purity and germination test will be a measure of the quality of the seed. That is, this is why all seeds of the kind which the sample is supposed to represent are included in the pure seed."

(Continued on Page 131)

Hay, Straw and Feed

(Continued from Page 123)

stuffs, as a result of the spectacular upturn in wheat, corn, etc. With wheat and corn selling at the highest prices for years, or since the war it was not surprising that other grains and feed stuffs should also advance. It was naturally supposed by receivers and other holders of hay that the scarcity of corn would serve to increase the consumption of hay, but there has been no positive evidence to indicate that there was noteworthy enlargement. With corn worth \$52 a ton in this market and oats \$47 it was urged that hay of prime quality was not dear at \$30; still it must be admitted that the outlet for hay is an exceedingly narrow one as compared with corn, oats etc., therefore there is hardly any relationship.

Straw has been slightly weaker as receipts have been fairly liberal, in part by river boats.

USES BUT LITTLE HAY

This markets uses very little hay at this time on account of change in conditions.

The Alfalfa first and second cutting have been put up in good condition, but the demand is very light. Probably 100 per cent of the old hay was carried over. The crop this year is about 70 per cent of our old crop.—*Ady & Crowe Mercantile Company, Denver, Colo., in letter of August 11.*

NEW HAY IN GOOD SHAPE

The new crop of hay in this territory has been gathered in very good condition. We expect to begin to move it about the first of September. There are a few scattered lots of old hay left in the farmers' hands, but the amount is very small. We do not look for any rush to sell hay by the farmers, we rather think that the farmer will be inclined to hold for better prices.—*Niezer & Co., Ft. Wayne, Ind. Letter of August 11.*

The feed plant of Thompson & Mould at Goshen, N. Y., has been sold to Ben Abrams.

A feed business is to be opened at Kirksville, Mo., for C. W. Starbuck of Queen City, Mo.

Guy Patrick's interest in the Oxford (Neb.) Feed Store has been bought by L. H. Gupton.

A wholesale and retail feed business has been opened at Chico, Calif., by Upton J. Russell.

A feed store is to be established at Pioneer, Wash., by the Finnigan Bros. of La Center, Wash.

A store building is to be erected at once for the Blackey Flour & Feed Company of Blackey, Ky.

A new Alfalfa mill is to be built at Grandview, Wash., for the Falls City Milling Company. It will cost \$10,000.

A new building is to be erected at Wellington, Kan., by P. L. Schweitzer, a feed dealer of that city, at a cost of \$5,000.

The poultry feed cooking plant of the George Urban Milling Company at Buffalo, N. Y., is to be completed by September 1.

The wholesale flour and feed business of Clarkson & McKinney at Springdale, Ark., has been bought by J. H. McKinney & Son.

A feed and flour business is to be conducted at Lincoln, Ark., for A. S. Sanders. He is erecting a two-story building for this purpose.

J. C. Fambro, H. D. Marbut and F. C. Shackelford have incorporated at Athens, Ga., as the Fambro Feed Company. Its capital stock is \$10,000.

G. S. McNabb has sold the Acme Feed & Milling Company of Erwin, Tenn., to L. T. Blankenship and J. F. Anderson who will continue the business.

The building at Amherst Junction, Wis., owned by M. C. Hanson has been bought by J. E. Koziczowski, who will use it for his flour and feed business.

To conduct the feed and flour business of the late H. A. Wille, pioneer merchant of Milwaukee, Wis., H. A. Wille, Inc., was incorporated, capitalized at \$15,000.

George Keith is succeeded as manager of the St. Louis (Mo.) mill of the Arcady Farms Milling Company by H. A. Olendorf, secretary of the Arcady concern.

The Packers Tankage Millfeed Company has been incorporated at Chicago, Ill., capitalized at \$2,500. Richard Cole, Saul Gilsey and L. Hodes are the incorporators.

The Mount Vernon Feed Company has been organized at Mt. Vernon, Wash. The business will be conducted at the Lindberg Grocery Store, with Hugo Lindberg in charge.

Wm. H. Bowser, A. A. Cunningham, Lloyd M. Price, Foster E. Pittman have incorporated at Paden City, W. Va., as the Bowser Lumber & Feed Company, capitalized at \$75,000.

An up-to-date feed grinding and mixed feed plant is to be erected at Covington, Ga., for Godfrey & Candler. It will be located on the site formerly held by the Covington Cotton Oil Company.

The building at Shell Lake, Wis., formerly owned by the Olcott Lumber Company has been bought by George Clanton, Sr., and A. M. Appleby who will remodel it and conduct a feed grinding business there.

A plant is to be built at Los Angeles, Calif., for the West Coast Grain Company, which specializes in poultry and stock feed. It is to be of concrete construction and equipped with modern machinery throughout. R. E. Robey is proprietor of the plant.

The feed and flour departments of the Quaker Oats Company of Chicago, Ill., have been consolidated with W. E. Suits, manager. T. J. Johnson will have charge of the feed and flour sales of the western territory.

The stock and fixtures of J. J. Gunter, feed merchant at Lufkin, Texas, has been sold by him to Robert Fowler and J. V. Urrey of New Willard, Texas. The latter will conduct under the name of Fowler & Urrey.

A feed and coal business has been opened at Greenville, Texas, under the name of the Thomas Grain & Coal Company by D. B. Thomas who recently bought the flour mill of the Greenville Mill & Elevator Company.

L. W. Conger is managing Wisconsin and northern Illinois territory for the Ralston Purina Company with headquarters in Milwaukee, Wis. He was formerly divisional manager for this company in Nebraska, Iowa and Kansas.

A new six-story office building is being erected at a cost of \$300,000 for the Ralston Purina Company of St. Louis, Mo. It will be of brick and concrete with a frontage of 52 feet. The structure will be ready for occupancy by February 1.

Articles of incorporation have been filed at Des Moines, Iowa, by the Pease Hay Commission Company, capitalized at \$100,000. D. D. Downing, R. M. Galbraith and Fred H. Pease are interested. The firm will deal in hay, grain, lumber and coal.

The American Rice Mill & Feed Company of Memphis, Tenn., is planning to expand its operations. The concern is capitalized at \$100,000. Its new four-story plant is about completed and installation of new machinery will soon be finished.

The Sound Feed Company of Auburn, Wash., on August 1 sold its business to the Kent Feed Company. The Kent company will use the building for a storage room and will supply customers there until January 1 when the lease on the building expires.

The Chehalis (Wash.) Grain & Fuel Company has completed rebuilding the manufacturing plant which it bought recently, and has started operations in it. The site covers a five-acre tract and the buildings and equipment represent a cash outlay of \$50,000.

The Denver Alfalfa Milling & Products Company of Lamar, Colo., has greatly extended its operations by leasing two new plants at Iliff and Milwood, Colo., which were formerly the property of the Western Alfalfa Products Company and the Beaty Mercantile Company's Alfalfa meal mill at Vroman, Colo.

The contract has been let by the Staley Milling Company, a new concern headed by J. H. Staley at North Kansas City, Mo., for the erection of a 500-ton feed plant. A complete line of livestock and poultry feeds will be manufactured; the equipment will also include a 500-barrel corn mill. Associated with him are his two sons, Thomas W. and Harry R., and J. R. Berkebile.

Statter & Johnstone, flour and feed jobbers and flour exporters of Portland, Ore., have dissolved the partnership. The business will be conducted under the firm name of R. T. Johnstone Company, Inc. Walter Johnstone will continue with the new company as one of the incorporators, as will Russell T. Johnstone. Mr. Statter retired and will engage in another line of business.

The plant of the Kornfalfa Feed Milling Company at Kansas City, Mo., has been bought by the Southard Feed & Milling Company, feed manufacturers and flour distributors. The Kornfalfa plant has been idle for one year and was sold by Mr. Speas. The Southard company is well known and recently acquired the flour and feed distributing business of Alfred Weston & Co., a pioneer concern of Kansas City, Kan. It is announced that the Kornfalfa plant will be remodeled and capacity increased to 20 carloads stock feed daily, which will give the Southard concern a combined output of 40 carloads daily.

New headquarters are now occupied by the Carscallen & Cassidy, one of the largest handlers of grain and hay in the east. For years they maintained a hay storage building on Pavonia Ave., in Jersey City, N. J., but seven years ago sold this property to the Erie Railroad Company for terminal improvements. The hay storage was then transferred to their large mill and grain elevator. Later this property was bought for the construction of a vehicular tunnel. Carscallen & Cassidy accordingly removed their business to a new plant which they

bought at Grove and Tenth Streets, Jersey City, and now have a building which is equipped with the very last things in modern machinery and labor saving devices.

The Central Mills, Topeka, Kan., with capacity of 100 tons feed and 200 barrels cornmeal per day, have been sold by the owners to W. A. Forbes, and his sons, Boyce and Harold. The senior Mr. Forbes has been in the feed milling business in Topeka for years.

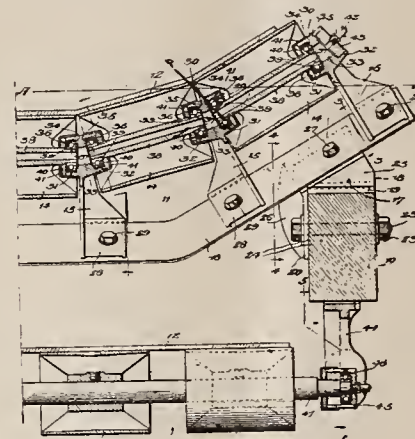
The plant formerly operated by the Missouri River Alfalfa Milling Company at Kansas City, Mo., has been bought by the Mixed Feed Supply Company of St. Louis. The plant will continue to grind Alfalfa for the new owners and has capacity of 1,000 tons per month as well as storage space for 1,000 tons sacked goods. L. H. LaForge has been retained as superintendent.

GRAIN TRADE PATENTS

Bearing Date of July 1, 1924

Conveying apparatus.—Eugene E. Landahl, Oak Park, and Corwin S. Jones, Maywood, Ill., assignors to The Webster Manufacturing Company, Chicago, Ill., a corporation of Ohio. Filed September 2, 1921. No. 1,499,832. See cut.

Claim: Conveying apparatus comprising the combination with a belt, of a troughing-roll unit mounted in a plane transverse to said belt for troughing and guiding said belt, said unit comprising a substantially

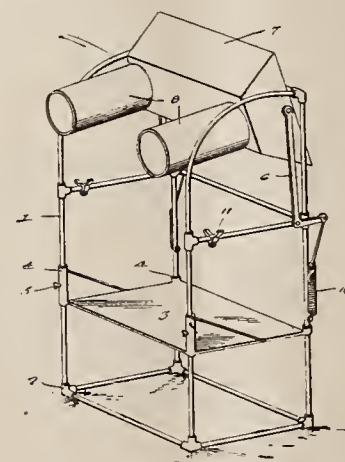


central horizontal roll and upwardly inclined lateral rolls and adjustable supporting and positioning means whereby said central roll may be bodily moved forward relative to said lateral rolls in the direction of travel of said belt to adjustable position and central roll in advance of said lateral rolls.

Bearing Date of July 8, 1924

Sacker.—Lyman O. Starks, Burlington, Iowa. Filed March 4, 1924. No. 1,500,964. See cut.

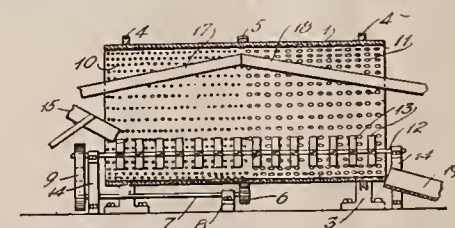
Claim: A sacker comprising a frame, a sack support mounted thereon, levers pivoted upon the frame, spring means connected with the levers and the frame for normally holding end portions of the levers in elevated



positions, and a trough carried by the levers and having spouts adapted to enter the sacks.

Grain separator.—Leon D. Obert, Underwood, Minn. Filed June 2, 1923. No. 1,500,522. See cut.

Claim: A rotary separator comprising a rotatable separator cylinder having groups of pockets of different size formed upon its internal face, oppositely inclined chutes extending through and arranged adjacent to the upper portion of said cylinder for receiving and discharging matter delivered thereto from said groups of pockets from the cylinder, agitating means arranged in



said separator cylinder in proximity to its lower portion, a delivery chute extending into one end of the cylinder adjacent the smaller group of pockets, and a discharge chute extending from the opposite end of said cylinder adjacent the larger group of pockets.

FIELD SEEDS

(Continued from Page 129)

The Auburn Seed Company has started in business at Auburn, Neb.

The Farmers Co-operative Company of East Grand Forks, Minn., is to build a seed house there.

The Tucker Seed House owned by Carl Tucker at Carthage, Mo., is being remodeled extensively.

Capitalized at \$10,000, the Meyer & Meyer was incorporated at Omaha, Neb., to conduct a seed business.

The seed store of the Robert Nicholson Seed Company at Dallas, Texas, has been sold to George T. Clark of Waco, Texas.

Two warehouses are to be built at Plainview, Texas, for the Ferguson Seed Farms Company. A. M. Ferguson is president of the company.

To deal in seeds, trees and plants, the Frost Corporation has been incorporated at Houston, Texas, J. M. Frost, Jr. and S. K. Frost are interested.

Capitalized at \$25,000, the Wilder Seed Store Company was incorporated at Cincinnati, Ohio. It has been in business for a number of years.

The interest in the Birk-Price Company, seed and farm implement dealers of Owensboro, Ky., held by Chas. S. Price, has been sold by him to Lee Birk.

The elevator of the Davenport Company at Davenport, Iowa, has been rented by the Northern Seed Company which will conduct a seed business there.

The Ellensburg, Wash., property of the Charles H. Lilly Company, seed, feed and fertilizer dealers, has been bought by H. C. Comstock and Carl G. Arvidson.

A new dust collecting system is being installed by the J. G. Peppard Seed Company of Kansas City, Mo., in connection with the Bluegrass threshing equipment.

Edward W. Reade has bought the seed and hardware business of James E. Monahan at Woonsocket, R. I. He has been associated with him in business for 15 years.

J. W. Nicholson is president and George T. Hendrie, vice-president of the Nicholson Seed Farms which were incorporated at Hinckley, Utah. The company is capitalized at \$200,000.

To deal in seeds and vegetables, the C. M. Saunders Company has been incorporated at Toledo, Ohio, capitalized at \$25,000. The incorporators are C. M. Saunders, S. Fulton and H. L. Long.

The Hudmon Seed Company has been reorganized and incorporated at Nashville, Tenn., capitalized at \$40,000. John N. Butler is president; Chas. A. Hill, vice-president and H. C. Hudmon, treasurer and manager.

A new seed cleaning plant and warehouse has been opened at Delta, Utah, for the Rudy-Patrick Seed Company of Kansas City, Mo., and cleaning machinery is being installed. Stanley Folsom is in charge of the plant.

At the annual meeting of the Iowa Seed Dealers Association the following new officers were elected: H. H. McVeigh, Oskaloosa, president; L. G. Wertz, Sioux City, vice-president; A. M. Eldridge, Des Moines, secretary; and J. T. Holler, Nora Springs, treasurer.

The interest of D. A. Sherwood in the Sherwood Seed Company at San Francisco, Calif., has been sold by him to C. F. Voorhies and his brother, Henry Voorhies. The firm has been reorganized as the Sherwood Seed Company, Inc., and C. F. Voorhies elected president.

J. C. Loomis, Ray Hanley, E. J. Lyng have sold the San Joaquin Seed Company of Modesto, Calif., to Amos S. Bomberger. Mr. Bomberger came to Modesto in 1907 from Pennsylvania and had been a large grower and shipper of Alfalfa seed. He will continue his new business under its old name. Mr. Loomis and his associates will devote their attention to growing vegetable seeds.

A new corporation, including Bryson Ayers and Hunter Wertheim, who has been associated with Mr. Ayers the past six years, has opened a new seed house at Kansas City, Mo. This house will carry all kinds of seeds and nursery stock and Mr. Wertheim is to be manager. The place is being remodeled and fixtures installed but is expected to be completed about the 15th of the month. Mr. Wertheim was the manager of the Bryson Ayers Seed House, but which was sold at the first of the year. The new company is to be known as the Bryson-Ayers Seed Company.

The N. Bawlf Grain Company recently filed suit to recover \$36,468.04 from the Davidson & Smith and the London Guarantee & Accident Company because of failure to deliver wheat of the grade called for by arrangements made in July 1922 and were awarded a favorable verdict. Delivery of 100,000 bushels of No. 3 Northern wheat was to be made

from Ft. William to Buffalo but it was alleged that the wheat delivered at Buffalo was No. 4 tough and the plaintiff demanded compensation for the difference in value together with interest for the intervening time.

The Charles H. Lilly Company of Portland, Ore., a short time ago filed suit against the Kenworthy Grain & Milling Company of Tacoma for alleged infringement of its trade name "fish flakes." The court awarded the verdict to the defendant claiming that the name was a commodity rather than a patentable trademark.

TRANSPORTATION

CAR SURPLUS AND SHORTAGE

The average daily surplus of freight cars declined in the period July 15-22 inclusive, the total having been 344,892, as compared with 355,720 in the preceding period, a reduction of 10,828 cars, according to the car service division of the American Railway Association. The average daily shortage was 54 cars.

FINDS WHEAT RATES REASONABLE

Examiner F. L. Sharp has recommended dismissal of the complaint proposing a finding that rates charged on four carloads of wheat from points in Oklahoma to Wichita, Kan., there stored in transit and later shipped to Galveston, Tex., for export, were unreasonable. The complainants were dealers at Wichita, and had alleged that the rates charged were unreasonable, unduly prejudicial and preferential, and in excess of the established rate in violation of Section 6 of the Interstate Commerce Act. The ruling was adverse to the dealers on all points involved.

REVENUE FREIGHT LOADING

Revenue freight loading declined slightly the week ended July 26, the total number of cars having been 925,859, as compared with 930,284 the preceding week and 1,041,415 and 848,858 cars in the corresponding periods of 1923 and 1922, respectively, according to the weekly statement of the car service division of the American Railway Association.

As compared with the preceding week, increases were reported in the loading of grain and grain products, coal, coke, forest products, merchandise, L. C. L., while decreases were reported in the loading of live stock, ore and miscellaneous freight.

ALL CARS NEEDED FOR GRAIN

L. M. Betts, manager of the closed car section of the American Railway Association car service division, has stated that roads serving the middle western and northwestern states may reasonably expect a heavy demand for grain cars for immediate shipment after harvest. He says that while generally speaking the number of cars assembled for grain loading is in excess of last year, the indications from a market and crop standpoint are that every available car will be required to satisfy demands. The opinion was expressed in connection with an analysis of the wheat forecast by the U. S. Department of Agriculture. The analysis by

Mr. Betts has been sent to the railroads, the chairmen of regional advisory boards, members of executive committees and members of grain and grain products committees attached to the forecast of the Government department.

REGULATING LAKE FREIGHTERS

The amended act relating to lake freights has passed its final reading in the Canadian Parliament and the proceedings followed under it will be practically the same as those which were followed last year, when the Board of Grain Commissioners took it upon themselves to permit the shippers, instead of the vessel owners, to file their charters and rates. From what can be gathered from the short trial given last fall and summer, the present act should not interfere with shipping, nor increase rates, according to some who venture an opinion, while it will allow certain information to be gathered by the officials of the Board which may be of considerable value.

A little apprehension has been expressed at the proposal by Thomas Sales that the coasting laws shall be suspended at any time that there appears to be discrimination of rates, which would leave too much opportunity for upsetting the balance of business.

COAL

COMMISSION ISSUES COAL WARNING

A warning has been issued by the Interstate Commerce Commission relative to the coal situation. In this warning attention is called to the fact that the average production of bituminous coal per year for the last seven years (exclusive of the strike year 1922) has been about 520,000,000 tons. The average production in the last six months of such years was 6.8 per cent greater than for the first six months.

"It can readily be seen, therefore," says the report, "that if shipments of bituminous coal for winter consumption are deferred for any considerable length of time, the railroads will be called upon to handle a very large quantity of coal during the peak freight movement in the fall."

COAL CARS IDLE

Coal cars numbering 170,000 are lying idle because of the lack in demand for fuel. All of these have been repaired and are immediately available for use, said the Car Service Division of the American Railway Association on July 28.

Coal production so far this year has fallen below the corresponding period in 1923, bituminous production alone up to July 12 having been more than 51,000,000 tons below that for the same period in 1923.

For the country as a whole, coal loading from January 1 to July 12, inclusive, this year totaled 4,367,493 cars, a decrease of 775,547 cars compared with the same period last year.

Bituminous coal dumped into vessels at Lake Erie ports for shipment by water to upper lake

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points from January 1 to July 13, inclusive, according to the latest figures available, totaled 7,948,556 tons, a decrease of 4,458,795 tons compared with the corresponding period last year. From January 1 to July 12, 1924, 70,438 cars of bituminous coal were shipped by rail to New England, compared with 104,324 cars during the corresponding period last year. The amount of bituminous coal transported by rail to New England from January 1 to July 12, 1924, was also below the corresponding periods in either 1921, 1920 or 1919.

Tide water shipments of bituminous coal to New England during the first six months this year amounted to 4,687,761 gross tons, compared with 6,295,511 during the corresponding period in 1923. Anthracite shipments to New England from January 1 to July 12, 1924, amounted to 85,074 cars, compared with 100,660 cars during the same period last year.

HOLD COAL RATE UNFAIR

The Interstate Commerce Commission has held that rates on bituminous coal, in carloads, from the Kanawha district, group 3, West Virginia to New Boston, Ohio, are unreasonable, and unduly prejudicial. Reparation is awarded to the Whitaker-Glessner Company. The commission found that the rate of \$1.05 per net ton charged on 1,263 carloads shipped during federal control was unreasonable to the extent that it exceeded \$1 per ton.

REHEARING ON COAL RATE

The Wisconsin Traffic Association has filed a petition with the Interstate Commerce Association requesting a rehearing on the Illinois coal rate case involving increased freights to the Northwest territory.

It is asserted in the petition that the new rates ordered by the commission will result in an increase of three cents a ton on coal shipped to certain points in the state and 27 cents to certain points, whereas there will be a reduction of three cents a ton to points taking the same rates on other commodities. The paper manufacturers in Wisconsin, it is stated, use about 700,000 tons of coal a year, and a protest is made against any increase in rates on such an essential commodity.

BETTERMENT IN COAL CONDITIONS PREDICTED

An increase in production and a movement of coal into regular trade channels are predicted in a review by John H. Jones, president of the Bertha-Consumers Company in his bulletin of July 15. He said in part:

"With a general tendency toward increased commodity prices, coupled with the increased buying power of the farmer which has been only partially offset by decreased crop production; the great buying power of labor because of the high wages being paid, together with a general resumption of normal conditions in Europe and a return of confidence in this country, it is my judgment that the psychological moment is here and that we will see a general improvement in business effective at once. In all probability the last five months of this year will show the greatest movement of railroad tonnage yet witnessed."

LONG DRAWN OUT SUIT SETTLED

A suit in which the Coronado Coal Company sued the United Mine Workers of America, and which has been hanging fire for 10 years was recently decided by the Eighth United States Circuit Court of Appeals sitting in St. Louis, Mo., in favor of the defendant.

This decision ended litigation in which the Coronado Coal Company tried to establish the participation of the miners' union in the destruction of the coal company's properties in the Arkansas fields during a miners' strike in 1914.

The company contended that the miners' union had entered into a conspiracy to interfere with interstate shipment of coal mined by non-union labor. The company further alleged the union miners had caused disturbances to intimidate the strike-breakers. The case was tried several times, in one of which the plaintiff won a verdict for \$700,000.

The miners' union appealed the verdict and the

circuit court of appeals sustained all rulings of the lower court except a question of interest on the part of the United Mine Workers of America, the unions holding that the situation was a local affair in which it had merely a passing interest. The suit then was taken to the supreme court, where the lower courts were reversed and the case remanded for retrial.

At a second trial Judge Pollock, October 28, 1923, held with the union that the coal company had not established jurisdiction under the Sherman law. He contended that the company failed to prove that the United Mine Workers of America had entered a conspiracy to interfere with interstate shipments. The court further held that the mining of coal is not interstate commerce, and the fact that the coal might be shipped later as interstate commerce did not alter the situation.

Additions are being put up at the coal storage bins of the Farmers Elevator Company at Bradford, Iowa.

The retail coal business and grain elevator of G. D. Mabie at Gilbert, Iowa, has been bought by C. C. Buck of Iowa Falls.

C. J., Adolph H. and William P. Hausmann have bought the property of the Soul Sinaike Coal & Seed Company at Madison, Wis.

The coal business and grain elevator of the Hamlin Co-operative Association at Hamlin, Kan., is now the property of Hanel & Miller.

The old coal shed of the Sibley Grain Company at Sibley, Ill., has been torn down and the concrete foundation for a new one is under way.

The interest of John Porter in the retail coal and feed business of O. P. Rettig & Son at Greenfield, Ind., has been bought by Oscar Lynam.

The business of the Farmers Grain & Feed Company at Marion, Ind., has been bought by A. W. Maegerlein who will conduct a coal, grain, flour and feed business.

A retail coal business is to be conducted at Mount Victory, Ohio, by C. R. Einsel who was formerly manager of the grain elevator of William Briendenbach at Kenton.

New coal sheds are being built at Ellendale, Minn., for the Farmers Milling & Elevator Company. A coal elevator for unloading coal from box cars is to be installed.

Oscar Ewton is to conduct a grain and coal business at Sayre, Okla., and for this purpose has taken over the plant which he leased a year ago to the Chandler Chalfont Grain Company.

The business of the Farmers Grain, Coal & Lumber Company at Hallam, Neb., has been taken over by the recently organized Farmers Elevator Company. F. N. Hoffsteadt is president and John Rippen is manager.

To deal in coal, grain, lumber, etc., the Stockland Farmers Grain & Lumber Company has been incorporated at Stockland, Ill. A. T. Sumner, E. C. Sumner, R. S. Lockart, F. M. Chancellor and Jennie E. Sumner are interested.



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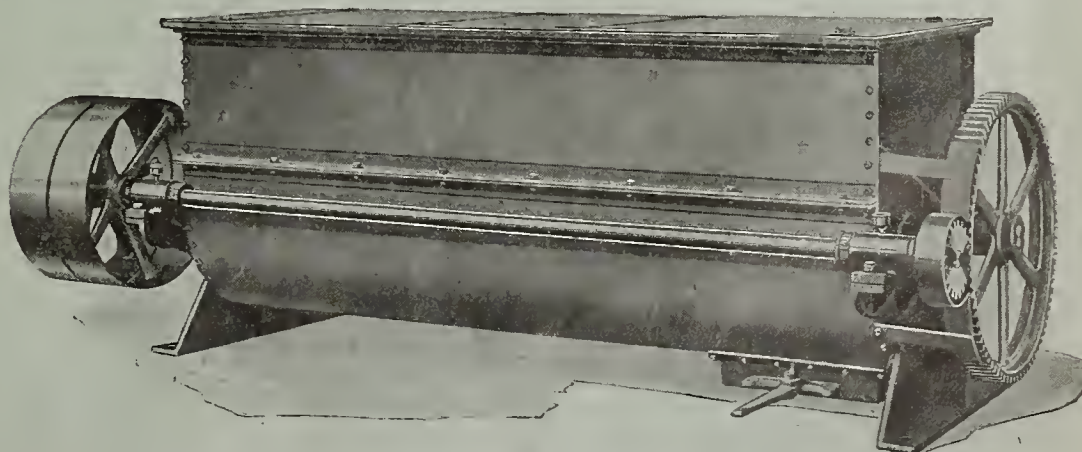
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